

THE TECHNICAL RESOURCE FOR THE PHYSICAL & ELECTRONIC SECURITY SPECIALIST

LOCKSMITH LEDGER

December 2023

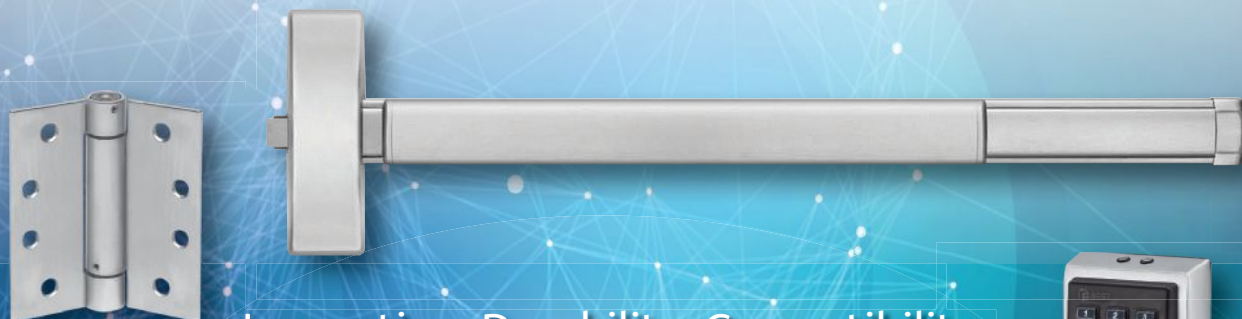
Volume 83, Number 12

International

\$12.50



Your **trusted distributor** of the commercial door hardware products your customers request.



Innovation. Durability. Compatibility.
You can't get better than



BEST 
dormakaba Group



- Mechanical Locks
- Electromechanical Locks & Strikes
- Keys & Cores
- Door Closers
- Precision Exit Devices
- Hinges



www.locksmithledger.com

 **ENDEAVOR**
BUSINESS MEDIA™



Our People

Family owned and operated since 1975. You're not just a number with Top Notch. Our experienced team is here to help your business succeed.

Our Inventory

We have the top products in stock and ready to ship. With our six distribution centers across the country, you'll get your orders fast and economically.

Our Service

We are second to none! Top Notch offers full service keying, large project quoting, 99.5% same day shipping and more! We are your one stop solution!



is the Trusted Distributor of

dormakaba 

BEST 

dormakaba Group



Scan to learn
what we can do
for your business.

Top Notch Means Top Service. Contact Us.

PHONE
800-233-4210

24/7 ONLINE ORDERING
www.topnotchinc.com

E-MAIL
sales@topnotchinc.com

THE TECHNICAL RESOURCE FOR THE PHYSICAL & ELECTRONIC SECURITY SPECIALIST

LOCKSMITH LEDGER

December 2023

Volume 83, Number 12

International

\$12.50

THE BEST
OF
2023

- » Trending: Indicator Locks and Smart Locks
- » I-Cores for Key Control
- » Opening a Meilink Hercules Wall Vault

www.locksmithledger.com



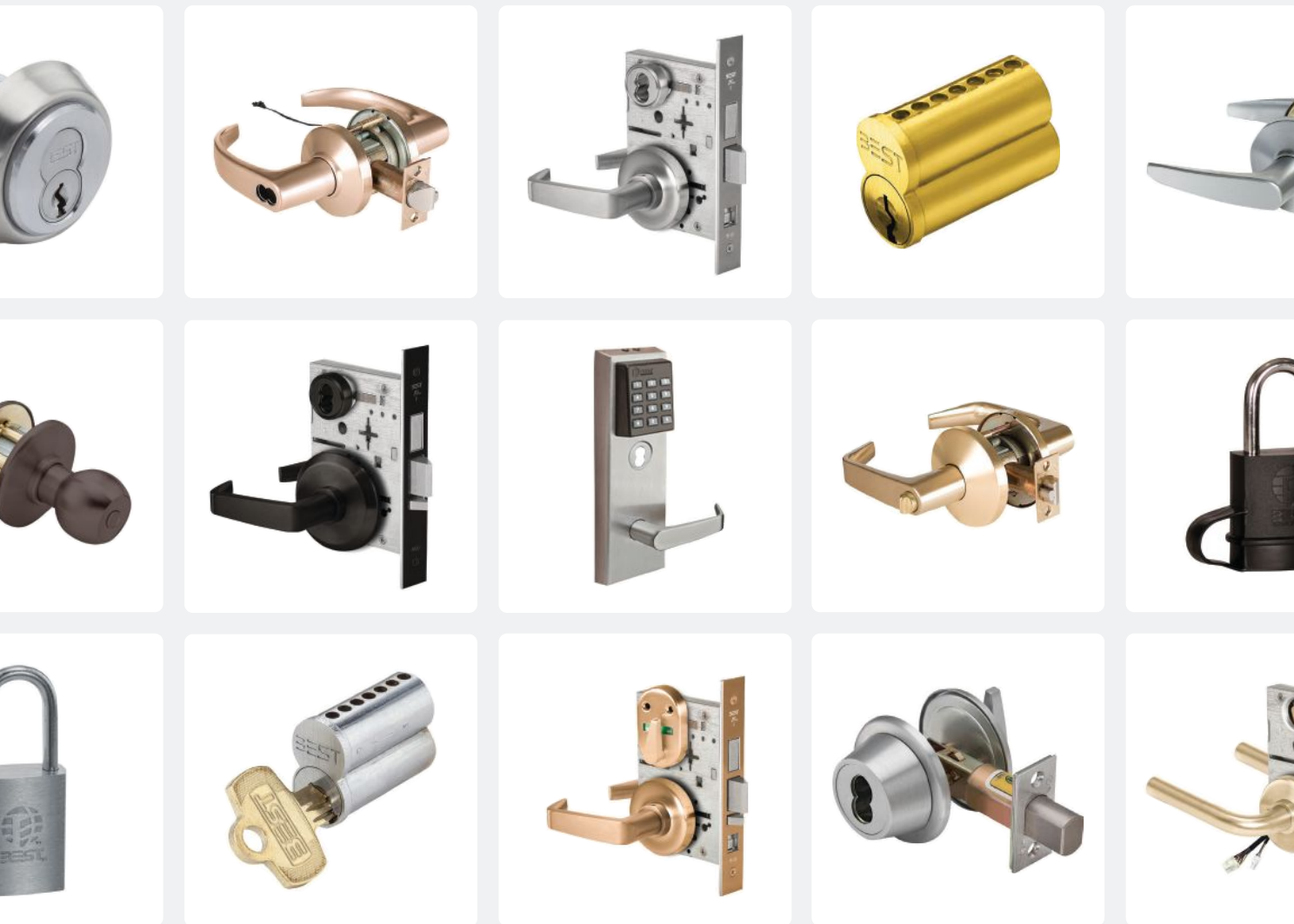
 SECLOCK

EVERYTHING
VON DUPRIN

800.847.5625

SECLOCK.com

EVERYTHING BEST



SECLOCK.com **800.847.5625**

Request Information: www.locksmithledger.com/10174116





YOU DESERVE BETTER

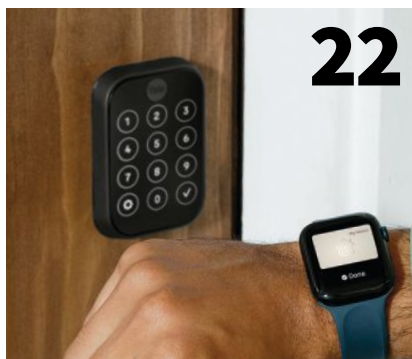


Altronix secures and connects critical infrastructure to make every environment safer and more efficient, providing the foundation for any physical security system. Our comprehensive range of solutions is designed and manufactured to the highest standards – backed by Altronix lifetime warranty with the best support in the industry.

altronix.com

© 2023 Altronix Corporation. All rights reserved.

Request Information: www.locksmithledger.com/10171962

FEATURES**COVER FOCUS:
Best of 2023****10 TOP 20 PRODUCTS**

Locksmith Ledger presents the 20 most-viewed products on our website, based on Google Analytics data. They include smart locks, exit devices, indicator locks, cam locks, gun safes, electronic access control systems, intercoms and key blanks. Following is a list, in alphabetical order:

- Aiphone IX Series Intercom Kit
- AMSEC BFX Gun Safe with black diamond finish
- Arrow/Yale cylindrical indicator lock
- Camden Outdoor-Rated Electric Strike / surface-mount rim strike with preload
- Ceco Door Products RFI Shield
- Den Smart Strike
- dormakaba KeyScan KC Series door controller
- Gardall Fire and Burglary safes — fresh colors
- HES 9200 Electric Strike
- HID Seos Bamboo cards
- Ilco motorcycle key blanks
- Kwikset Arroyo decorative knob
- Lockly Defender
- Morse Watchmans Emergency Key Grab Kit
- Napco Prima

- Norton-Rixson 1600 Series Door Closer
- Olympus Cascade Disc Tumbler Lock
- SALTO Neoxx G3 smart padlock
- Sargent/Corbin Russwin exit devices
- Yale Assure 2 with Z-Wave

20 AN INDICATOR OF THINGS TO COME

Indicator locks are not new, having been popular with classroom locks for many years. But new uses and new models are coming to market, including cylindrical indicator locks and touch-free restroom lock systems with an indicator function.

22 THE RISE OF THE SMART LOCK

The rise of electronic access control and smart lock technology is driving increased interest from locksmiths as they continue to diversify their offerings beyond mechanical locks. Many smart lock and electronic access control products made our list of the top products of 2023.

**Commercial /
Residential Hardware****26 WHY I-CORES?**

Patented keys have effectively blunted unauthorized duplication. You can help the customer extend this protection to his more serious internal key control threat. Simply stated: Your customer knows he has key control when he knows who has keys.

40 CRITICAL INFRASTRUCTURE JOB: TRAFFIC CONTROL

The City of San Jose upgrades security with advanced Critical Infrastructure lock solution from ASSA ABLOY Global Solutions – Critical Infrastructure



Chevrolet • Buick • GMC • Cadillac

New Original Equipment Proximity Keys

We've added new GM proximity and emergency keys that cover over 50 different models



- Equipping Locksmiths with the Ability to Service Millions of Vehicles
- Covering 90% of Vehicles on the Road

See our website: <http://aftermarket.strattec.com> for applications and more information.

Don't forget to use our new improved Vehicle Match for all your needs.

 **STRATTEC**TM
TRUSTED SOURCE. MANY SOLUTIONS.®



General Motors Trademarks are used under license to STRATTEC Security Corporation.



Safes & Safe Servicing

30 LOCKSMITH LIVE: A LEGENDARY SAFETECH

Wayne Winton interviews Dave McOmie, the man who literally wrote the books on safe opening and safecracking. McOmie is author of 25 books on safe servicing and the man behind the NSO Safecracker Support Forum.

32 OPENING A MEILINK HERCULES WALL VAULT

This job is made much more difficult because of the extremely small size of the lock. Drilling such a tiny lock requires skill and caution. The whole lock body is only about an inch and a half by two inches. Small means a small target when we're trying to drill into there and penetrate. It's a very, very small target.

Electronics & Access Control

36 DIGITALIZATION OF THE LOCKSMITH WORLD

Training is critically important for this next generation of tech-savvy locksmiths. ASSA ABLOY Academy, ASSA ABLOY's Locksmith Academy, certified Integrator and Preferred Installer Programs and the Medeco Service Center Program help provide this high-tech training.

44 INAUGURAL ACCESS CONTROL SUMMIT

By all accounts, the Access Control Summit 2023 held Sept. 27-28 in Washington DC, was a "resounding success," organizers said. Produced by the Access Control Executive Brief, the event brought together 166 professionals from more than 15 countries from the global access control and smart lock industry, providing a platform for networking, knowledge sharing, and collaboration.

COLUMNS

8 Editorial

58 The Back Page

DEPARTMENTS

46 Automotive Training

50 News Briefs

52 People & Places

54 New Products

56 Calendar of Events

56 Index of Advertisers

57 Classifieds

57 Market Place

57 Hot Spots



» www.LocksmithLedger.com

State of the Industry 2023:

Read our 2023 State of the Industry Report for an overview of the locksmith industry, including revenue and profit trends, service sectors, product selection and sourcing, hiring and retaining of employees and other relevant economic indicators, in our November 2023 issue. Download the report in pdf format at www.locksmithledger.com/53076991.

Online Buyers Guide:

Use our comprehensive Online Buyers Guide to connect with manufacturers and distributors that serve every niche of the security market. Search for individual products by company or product type. Visit www.locksmithledger.com/

directory. Manufacturers and distributors that serve the industry can update their information here: www.cygnuscorporate.wufoo.com/forms/zlc3m3r17mbsp4/

Installation Focus:

Check out our two-part series on large-scale Schlage AD-400 installation online at www.locksmithledger.com/53056156 and www.locksmithledger.com/53058914. In August, we installed a Lockly Guard on a narrow stile aluminum glass door. Read the article watch the video at www.locksmithledger.com/53064317. And read our article on rekeying an ABUS 83-50 Series padlock at www.locksmithledger.com/53066276.

Back to Basics:

Locksmith Ledger and contributor Wayne Winton introduce our Back to Basic series of training articles geared towards future locksmiths and locksmiths who are just starting out in the business. The first topic was pinning a pin tumbler lock, and the accompanying video includes step-by-step instructions. Go the article at www.locksmithledger.com/53068086. The second installment, How to Shim a Lock Cylinder, is online at www.locksmithledger.com/53070888. In November, he demonstrated how to rekey a Kwikset knob cylinder, online at www.locksmithledger.com/53074110.

SOCIAL MEDIA & ONLINE CONTENT



FACEBOOK
facebook.com/locksmithledgerinternational



X
twitter.com/LocksmithLedger



LINKEDIN
Search on site: Locksmith Ledger International



YOUTUBE
youtube.com/locksmithledger

Securitron®

SECURITRON
ASSA ABLOY

Premier electromagnetic locking solutions

When you choose a genuine Securitron Magnalock®, you get quality solutions for high traffic and high security applications. All our Magnalocks come with an instant release circuit that has no residual magnetism and no inductive kickback.

Experience a safer
and more open world

Delayed Egress Magnalocks

For applications meant to prevent peril or property loss to persons and businesses

- Highly configurable, strong, easy-to-mount.
- DEM680E standard model is HUGS-compliant with specific code compliant models available.



Sleek Magnalocks

For aesthetically demanding applications that require a refined, low profile

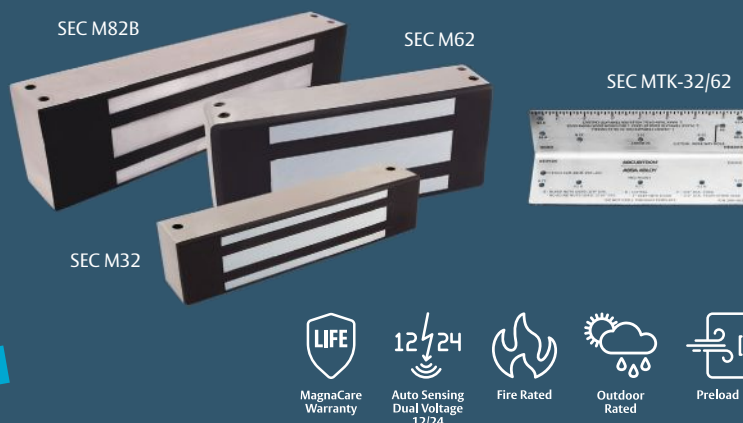
- Available with integrated PIR REX, BondSTAT® and DPS reducing the number of devices to buy and install at the door.



Durable Magnalocks

For outdoor and indoor applications with water resistant design, shock absorbing polyurethane, stainless steel casing and plated lock face

- 3-hour fire rated and hazardous location options are available.
- Magnetic template streamlines installation with basic instructions and hole placements.



Visit **Securitron.com** for complete product details and available installation and support tools.

Request Information: www.locksmithledger.com/10173368

Install electromagnetic locks with confidence.
All our Magnalocks are backed by our MagnaCare® Lifetime Replacement No-fault Warranty.



Going Mobile...

In the article on page 22 looking at the rise of smart locks, I examine the influence that the smart phone, as a mobile credential, is having on this increased interest in smart locks – and let's face it – on the entire access control market.

When I asked Sanjit Bardhan, HID's Vice President and Head of Global Mobile Business, earlier this year if the phone is winning out as the credential of choice within security, he said, "Yes, phones are becoming a top form factor of choice for consumers. Mobile IDs, defined as digital IDs stored on and authenticated via mobile devices, are rapidly gaining adoption."

In fact, according to HID's most recent State of Physical Access Control Report, 66% of users have already upgraded to mobile readers or plan to do so, while 41% of respondents say that mobile access would be one of the top features required in a new access control system.

"The infrastructure to support digital transactions grew during the past two years, alongside the need to offer contactless transactions," said Bardhan. "In tandem, the adoption of mobile wallet apps that house digital identities on mobile devices also grew."

Digital wallets, which comprised 48.6% of e-commerce transaction value worldwide in 2021, or just over \$2.6 trillion, are projected to rise to 52.5% of transaction value in 2025, driven by the popularity of digital wallets from major players such as Amazon, Apple, Google, and PayPal, according to HID.

"That's because they make the online shopping experience much easier while enabling users to store multiple payment applications on a single device," Bardhan explains. "Expanded capabilities allow iPhone users to add keys, IDs and digital documents directly in the wallet app. These include, but are not limited to, driver's licenses in eight states, verifiable COVID-19 vaccination information, employee badges, student IDs and hotel room keys."

Speaking of student IDs and room keys, my son's college switched from prox cards to full mobile access this year, following the lead of many colleges and universities across the U.S.

And it is not just schools. The way people are looking at access control has certainly shifted dramatically over the past few years as connected technologies play a more integral role in physical security and how we secure physical spaces.

Locksmith Ledger is tackling this very topic in the first of what will be a regular webcast series on topics that are important to locksmiths. Our first webinar, Strategies to Convert Entryways to Electronic Access Control, on Dec. 7, at 3 p.m. ET, will feature Glenn Younger, owner, Grah Safe and Lock, based in San Diego, Calif., and Joshua Sands, owner, Key City Locksmith and Security in Kansas City, Mo., with yours truly moderating the discussion and Q&A. Be sure to register for free using the QR code on the right. CEUs will be available through ALOA after the event. ■■



PUBLISHED BY ENDEAVOR BUSINESS MEDIA, LLC

30 Burton Hills Blvd, Ste. 185,
Nashville, TN 37215
800-547-7377

VOL. 83, NO. 12

Editorial Director Steve Lasky
847-454-2719
slasky@endeavorb2b.com

Senior Editor Paul Ragusa
224-303-0611
pragusa@endeavorb2b.com

Managing Editor Emily Pike
epike@endeavorb2b.com

Contributing Editors

Steve Fryman • Steve Kaufman • Tim O'Leary
Cameron Sharpe • Wayne Winton • Steve Young

SALES

Group Publisher Jolene Gully-Bolton
480-524-1119
jgully@endeavorb2b.com

Sales Representative Brian Lowy, 847-454-2724
brlowy@endeavorb2b.com

Classifieds & Marketplace Amy Stauffer, 920-259-4311
astauffer@endeavorb2b.com

Art Director Erica Paquette
epaquette@endeavorb2b.com

Production Manager Jane Pothlanski
jpothlanski@endeavorb2b.com

Ad Service Manager Carmen Seeber
cseeber@endeavorb2b.com

Audience Development Manager Delicia Poole
dpoole@endeavorb2b.com

LIST RENTALS

Account Executive InfoGroup, Michael Costantino
Michael.Costantino@info-group.com
402-836-6266

InfoGroup, Kevin Collopy
Kevin.Collopy@info-group.com
402-836-6265



ENDEAVOR BUSINESS MEDIA, LLC

CEO Chris Ferrell
President June Griffin
CFO Mark Zadel
COO Patrick Rains
CRO Reggie Lawrence
Chief Digital Officer Jacquie Niemiec
Chief Administrative and Legal Officer Tracy Kane
Buildings/Lighting/Digital Infrastructure Group Publisher Lester Craft

SUBSCRIPTION CUSTOMER SERVICE

888-556-2272
circ.locksmithledger@omeda.com
P.O. Box 3258 • Northbrook, IL 60065-3258

Locksmith Ledger (USPS #0587-900, ISSN 1050-2254 print, ISSN 2771-6317 online) is published monthly by Endeavor Business Media, LLC, 1233 Janesville Ave., Fort Atkinson, WI 53538. Periodicals postage paid at Fort Atkinson, WI, and additional mailing offices. POSTMASTER: Send address changes to Locksmith Ledger, PO Box 3257, Northbrook, IL 60065-3257. SUBSCRIPTIONS: Publisher reserves the right to reject non-qualified subscriptions. Subscription prices: U.S. \$58.00 per year; Canada/Mexico \$69.60 + tax per year; All other countries \$93.00 per year. All subscriptions are payable in U.S. funds. Send subscription inquiries to Locksmith Ledger, PO Box 3257, Northbrook, IL 60065-3257. Customer service can be reached toll-free at 877-382-9187 or at ll@omeda.com for magazine subscription assistance or questions.

Printed in the USA. Copyright 2023 Endeavor Business Media, LLC. All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopies, recordings, or any information storage or retrieval system without permission from the publisher. Endeavor Business Media, LLC does not assume and hereby disclaims any liability to any person or company for any loss or damage caused by errors or omissions in the material herein, regardless of whether such errors result from negligence, accident, or any other cause whatsoever. The views and opinions in the articles herein are not to be taken as official expressions of the publishers, unless so stated. The publishers do not warrant either expressly or by implication, the factual accuracy of the articles herein, nor do they so warrant any views or opinions by the authors of said articles.



HAPPY HOLIDAYS.

From the entire SALTO family, thank you to our customers, business partners and colleagues for a wonderful and successful year. We could not have done it without you. All the best to you and yours this holiday season!

Learn more about SALTO Systems at salto.us

SALTO
inspired**access**

Request Information: www.locksmithledger.com/10174710



2023'S TOP PRODUCTS

Every December, Locksmith Ledger takes a look back at the top new products of the year, based on Google Analytics data that tracks online views of the products through our website, www.locksmithledger.com. Gun safes, electric strikes, exit devices, door hardware, smart locks, an intercom kit and an emergency key cabinet top our annual list. (Data reflects products published between Aug. 1, 2022, and Oct. 10, 2023.)

Though product introductions remain slow as a result of lingering supply-chain issues, security manufacturers did bring some notable and newsworthy new products to market, with more to come in the year ahead.

We noticed a few trends. More and more smart locks are hitting the market, triggered by customer demand, and applications range beyond door locks. An example of this is the Salto Neoxx G3 electronic padlock.

In the safe sector, gun locks remain popular and both Gardall and American Security Products capitalized on the demand for gun safes by adding new features and finishes to existing product lines.

Typically, key machines and locksmithing tools rank high, but there were limited product introductions in this sector in 2023. Ilco's motorcycle key blanks topped the list in this category.

Electric strikes, exit devices, door closers, door controllers, cylindrical locks and cam locks were also among our top 20. Other interesting products included an intercom kit and an emergency key grab kit.

Below is the full list, presented in alphabetical order by company.

- Aiphone IX Series Intercom Kit
- AMSEC BFX Gun Safe with black diamond finish
- Arrow/Yale cylindrical indicator lock
- Camden Outdoor-Rated Electric Strike/surface-mount rim strike with preload
- Ceco Door Products RFI Shield
- Den Smart Strike
- dormakaba KeyScan KC Series door controller
- Gardall Fire and Burglary safes – fresh colors
- HES 9200 Electric Strike
- HID Seos Bamboo cards
- Ilco motorcycle key blanks
- Kwikset Arroyo decorative knob
- Lockly Defender
- Morse Watchmans Emergency Key Grab Kit
- Napco Prima
- Norton-Rixson 1600 Series Door Closer
- Olympus Cascade Disc Tumbler Lock
- SALTO Neoxx G3 smart padlock
- Sargent/Corbin Russwin exit devices
- Yale Assure 2 with Z-Wave

Sure, We Work Like Crazy to Get All the Awards & Hardware



But the Real Score is Winning Your Business Year after Year

Way faster than conventional access panels & readers, and easier in/on the pocket, smart wireless Alarm Lock Trilogy & Networx PIN/Prox access locks are undefeated every year winning their division. The broad range of players, from cylindrical, mortise, exit trim & narrow stile, all with uniform functions and programming, will suit whatever the door type or location. Top-scoring ruggedness, battery-life & low-maintenance make these DLs & PDLs real fan favorites. And, real-time global lockdown from fob, Mobile App, lock &/or server, even including SMS threat-alerts, gives occupants reassurance theirs is the fastest defensive safety. Plus, designer Networx ArchiTech customizable lock looks are game-changers, giving even old iconic buildings a fresh new set of downs.

Still easily installed & programmed at the door in minutes, but why settle for 3 when you can get 6? Get new recurring-monthly-revenue hosting or remotely managing the whole system in real-time for your clients from anywhere you are, using AirAccess, Lenel or Continental platforms. **Let us coach you!**

No offense, but while others fumble around & can't deliver, Alarm Lock is here, whether you're in the red zone or just chewing the clock.

Thanks for Being TEAM ALARM LOCK



Division of Napco Security Technologies

1-800-ALA-LOCK

www.alarmlock.com



Request Information: www.locksmithledger.com/10173054



Gardall Fire and Burglary Safes

Gardall Safe Corporation has added fresh color options to its U.L. 2-Hour Fire and Burglary product line. Inspired by current home trends, these safes look as good as they perform—passing a furnace test to 1850°F for two hours and including five active locking bolts, recessed anti-pry door design and a plush suede interior. Gardall has been making premium, quality safes for nearly 75 years and offers a Lifetime Replacement for any fire-resistive record safe damaged beyond repair by fire. With these additions to Gardall's traditional colors, there is a match for any home.

More info: www.gardall.com

» Request information: www.locksmithledger.com/53064313

Camden Electric Strikes

Camden Door Controls has introduced a new, all-black model of its award-winning surface mount RIM strike with preload. This sleek CX-EPD1289L-BK grade 1 surface mount RIM strike with latch monitoring also offers a 'Universal' strike design that delivers unsurpassed application flexibility, with both UL security and fire listings.



Also on the electric strike front, Camden introduced its CX-ED1959-MB outdoor-rated strike. The strike features heavy-duty stainless-steel construction with an integrated ANSI square faceplate, is UL 294 listed and offers grade 1 performance. Compatible with cylindrical locksets and mortise locksets without deadbolts, the CX-ED1959-MB strikes are specifically designed for exposed perimeter doors and gates.

The 'universal' strike design features 7/8" latch projection, field selectable 12/24V DC voltage, and fail safe/ fail secure operation. The strike delivers continuous duty operation and is backed by Camden's full five-year warranty. The CX-ED1959-MB also includes a heavy gauge painted steel mounting box at no additional charge.

More info: www.camdencontrols.com

» Request information: www.locksmithledger.com/53061222

HES 9200 Electric Strike

The innovative HES 9200 electric strike sets a new industry standard for glass openings with tubular, vertical rod exit devices. The 9200 offers simplified retro-mounted installation within the existing mechanical prep of the header to provide fast and easy installation. Integrated adjustability provides optimal latch positioning to accommodate demanding installations and the low-profile design eliminates the need to add to or modify the frame. Its field-selectable fail safe/fail secure functionality and monitoring options provide maximized versatility. The 9200 exceeds Grade 1 standards and is designed with the strength and durability to meet UL outdoor rating requirements.



More info: www.hesinnovations.com/en/products/electric-strikes/9200-series

» Request information: www.locksmithledger.com/53063660



HID Seos Bamboo Cards

HID has introduced its Seos® Bamboo™ credentials made from sustainably sourced bamboo instead of PVC. The credential is part of HID's award-winning Seos security solution and is the first in a range of physical access security Eco Cards™.

The bamboo is certified by the Forestry Stewardship Council, an assurance that the material comes from responsibly managed forests that provide environmental, social and economic benefits. Seos Bamboo cards also support organizations seeking green building certifications, including the internationally accepted Leadership in Energy and Environmental Design (LEED), the Building Research Establishment Environmental Assessment Method (BREEAM®), and the Zero Waste to Landfill certification.

More info: https://info.hidglobal.com/2023pacsema-05sustnblybambooelemlecardregistrations_LP2022

» Request information: www.locksmithledger.com/53060689



Yale Assure 2 with Z-Wave

Yale Home released Yale Assure Lock® 2 with Z-Wave, an extension of the company's latest and most advanced collection of smart locks. The award-winning Assure Lock 2 collection offers Bluetooth, Wi-Fi and now Z-Wave connectivity, giving customers more connectivity options to best suit their smart home.

Yale Assure Lock 2 with Z-Wave is compatible with top Z-Wave smart home platforms and alarm systems, including Ring Alarm and Samsung SmartThings. Customers can pair Assure Lock 2 with Z-Wave to these platforms to power remote operations, voice assistant capabilities, and create one-touch scenes and automations to help with everyday activities, while benefiting from the overall convenience and security that Assure Lock 2 offers.

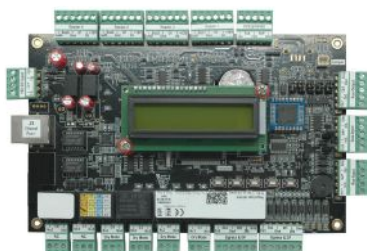
The locks are available in four models with the Z-Wave Smart Module in the box, including touchscreen, keypad, keyed or key-free, and are available in three finishes including satin nickel, black suede and oil rubbed bronze. Current Assure Lock 2 customers can also purchase a standalone Z-Wave Smart Module.

More info: [ShopYaleHome.com](https://shopyalehome.com)

» Request information: www.locksmithledger.com/53058674

Keyscan KC Series Door Controller

dormakaba's Keyscan KC Series Door Controller consolidates advanced technical services and enhances integration options on a smaller board, which is half the size of its legacy counterparts. It is designed to provide unmatched access control design flexibility for exclusive use with dormakaba's renowned Keyscan Aurora software, a single solution for access control regardless of system size or complexity.



The new Keyscan Controller comes in three models to support 2-door, 4-door, and 8-door configurations.

More info: dormakaba.us

» Request information: www.locksmithledger.com/53055867

Kwikset Arroyo Knob

The Kwikset Arroyo Knob from the new Midtown Collection is a high-quality door knob designed to offer aesthetic appeal and practicality in modern spaces.



With its sleek design, clean lines, and subtle curves, this knob is perfect for transforming your interior space.

Whether you're looking to secure your entryway with a door knob, add some visual interest to a hallway, or upgrade the look of your bedroom or bathroom door hardware, this knob offers the perfect

combination of style and security.

More info: www.kwikset.com

» Request information: www.locksmithledger.com/53061525



DEN SmartStrike

The DEN SmartStrike is a unique solution that provides users with the best of both the analog and smart home world. Once installed, users can still use their traditional key to unlock their door or via the companion app (available for both iOS and Android), to easily, safely, and securely access their homes and businesses. Through the app, users can also create digital keys for family members, friends, and temporary guests.

One of the unique features of the DEN SmartStrike is that it is wireless. Powered by batteries and integrated with Z-Wave technology means the energy usage is low and batteries will last an estimated two years before they need to be replaced. In addition, as a Z-Wave-enabled device, the DEN SmartStrike is compatible with the largest, most diverse smart home and security ecosystem available (over 4,100 certified, interoperable devices). Future versions of the DEN SmartStrike will add Matter, Zigbee, and Wi-Fi connectivity to provide compatibility amongst all IoT networking platforms. In spring 2023, DEN launched a new authorized dealer program to provide exclusive pricing and prioritized order fulfillment to the professional channel.

More info: www.densmarthome.com/dealer

» Request information: www.locksmithledger.com/53070485



Lockly Defender Smart Lock

The Defender is a (exit-entry) thin-style smart lock from Lockly's Guard Series, ideally suited for narrow-stile doors in retail stores, lobby entrances, fitness rooms and other such common areas. It features Lockly's beloved hack-proof keypad that can generate and store (up to 37) free access codes with specific profiles and permissions along with fast and secure MIFARE RFID or FOB access. It stores up to 999 fob keys / RFID cards and includes a quick-access 3D biometric fingerprint sensor (up to 99). The Defender series is available in two versions: Defender Doorman edition and the Exit Trim edition.

More info: www.locklypro.com

» Request information: www.locksmithledger.com/53026983

SARGENT, Corbin Russwin Next Generation Exit Devices

ASSA ABLOY has introduced two next-gen exit devices: the PE80 Series by SARGENT and the PED4000/PED5000 Series by Corbin Russwin. These devices feature innovative, industry-first functionalities aimed at enhancing safety,



security, and convenience while exceeding ASSA ABLOY's renowned security standards and setting new standards for exit solutions. FEMA-certified and with ANSI/BHMA A156.3 Grade 1 certified strength, the devices are engineered to withstand heavy usage and reduce the frequency of replacements. Sustainability built using post-consumer recycled materials and employing energy-saving EcoFlex® technology, they also include key features like improved delayed egress functionality, enhanced motorized electric latch retraction, and push rail dogging.

More info: www.corbinrusswin.com and www.sargentlock.com

» Request information: www.locksmithledger.com/53062078

Aiphone IX Series Kit

Aiphone's new IX Series kit is a preprogrammed box set complete with a video intercom system that is ready to install right out of the box. The recently introduced IXS-HB-DV includes a video door station, a video master station, PoE switch, and a USB drive with instructions and videos on how to install the system. The IX Series kit is ideal for installers who have traditionally worked with plug-and-play analog-based systems and are now looking to become more familiar with IP systems.



Aiphone's IX Series is the company's most robust video intercom solution with more than 30 different components to choose. From SIP-compatible video master stations and IP video door stations with t-coil compatibility, to flush-mounted IP door stations and adaptors.

More info: Aiphone.com

» Request information: www.locksmithledger.com/53058377



NAPCO Prima

Napco's Prima™ 7-inch Super Panel is an award-winning, slim-profile all-in-one touchscreen panel that intuitively and beautifully controls security, fire, HD video and Z-Wave automation and generates RMR. Installation is easy, with simple sensors, onscreen how-to tutorials and a creation wizard, one-button video camera activations, and a "go-live" central station connect feature.

Features include voice assistant, 4MP camera, onscreen two-way live video from cameras or doorbell, matching app, as well as pro upsell accessories for residential systems. Prima video doorbells have one-button activation, long-life and self-healing connectivity, as well as hard-wired or wireless options.

More info: www.napcosecurity.com

» Request information: www.locksmithledger.com/53062273

A COMPLETE SOLUTION FOR AUTOMOTIVE SECURITY

The best choice of most locksmiths

CONDOR XC-MINI PLUS II

Beyond Your Imagination

Support key duplication for automobiles, motorbikes, residential use, etc.



Automobile



Motorbike



Residential



3 years
Warranty



ALL IN
ONE

KEY TOOL PLUS

Automotive Security Solution

A comprehensive professional locksmith tool



IMMO
programming



EOBD
Diagnostics



Remote
Program



Transponder
Clone



Immo
Data Tool



Prog



Maintenance



Cutting Key



Cloud Diagnosis
Mode-C



CONDOR XC-009



CONDOR XC-002 PRO



DOLPHIN XP-005L



KEY TOOL MAX PRO



VVDI SERIES



VVDI UNIVERSAL
REMOTES



VVDI SUPER
TRANSPONDER

CONNECT WITH US

OUR SOCIAL MEDIA PLATFORMS



Xhorse Global
WATCH
SHARE
SUBSCRIBE



Xhorse Global
FOLLOW
LIKE
COMMENT



Xhorse Global
READ
SHARE
BOOKMARK



Xhorse Locksmith Club
LIKE
SHARE
COMMENT

Request Information: www.locksmithledger.com/12385546



Olympus Lock Cascade Series®

Olympus Lock introduces the Cascade Series® disc tumbler cam locks. There are five cylinder lengths fitting material 5/8" up to 1-13/16." The cylinder plug is retained in the lock via the patented retainer staple, making on-site installation quicker and easier. The included eyelet spur washer and lockdown screw prevent lock rotation and keep the fixing nut from coming loose. Locks have passed ANSI/BHMA Grade 2 cycle testing including key insertion and removal. Keying is compatible with C8053 or similar-style disc tumbler locks. Locks are available in six stock KA numbers, KD, MKKD or custom keyed to a supplied key schedule. Chrome and matte black finishes are available in all sizes and keying configurations.

More info: www.olympuslock.com

» Request information: www.locksmithledger.com/53063292

Ceco Door EMI-RFI Shielding Assembly



The Ceco Door, Curries & Fleming EMI-RFI Shielding Assembly reduces the possibility of electronic interference from unwanted electromagnetic waves with other circuits or devices in healthcare, commercial, or government applications, while helping ensure sensitive and confidential information is secure and contained.

The Ceco Door EMI-RFI Shielding Assemblies are designed to provide EMI-RFI shielding of up to 103 db at 9 kHz-18 GHz per IEEE Std 299-2006.

More info: www.cecodoor.com/en/products/doors/product-details.aehpdp-emi-rfi-shielding-assembly-door_group_cecodoor_824807

» Request information: www.locksmithledger.com/53042948

Morse Watchmans Emergency Key Grab Kit

Morse Watchmans has introduced its Emergency Key Grab (EKG) Kit, a lifesaving solution designed for use in K-12 schools. The new EKG Kit centers around Morse Watchmans' proprietary electronic key control system and includes additional materials and support required to provide first responders with fast, secure access to keys in the event of a school lockdown or emergency.



The EKG Kit includes:

- A 1-module or greater KeyWatcher Touch System, Morse Watchmans' award-winning flagship system
- Color-coded SmartKeys and KeyRing with Hubs
- Unique KeyWatcher System First Response KeyRing Identification Label
- Educational Materials: Implementing Key Control in K-12 Schools Tip Sheet and K-12 Schools
- Key Control Playbook Hardcopies
- One-on-one Educational Training from Morse Watchmans
- Template and Guidelines for Writing a K-12 School District Key Control Policy

More info: www.morsewatchmans.com/markets/education.

» Request information: www.locksmithledger.com/53067248



Ilco Motorcycle Key Blanks

Ilco has added to its motorcycle key lineup. The following key blanks are now available.

- Harley Davidson: X287/HYD15, X283/HYD16, X284/HYD17, X285/HYD18 and X286/HYD19
- Honda motorcycles: X291/HD114, HD117-P and X289/HD118
- Triumph: X288/TMC3
- Yamaha: X290/YH65 Yamaha
- Hyundai/Kia: KK12-GTS Look-Alike Shell
- Master Lock: MA3 Master

More info: www.ilco.us

» Request information: www.locksmithledger.com/53070493



www.topnotchinc.com

Your trusted source for **ASSA ABLOY** commercial hardware products.

Helping billions of people move through a safer, more open world, ASSA ABLOY Commercial Door Hardware products provide access solutions for every need and every price point.

- Mechanical Locksets
- Door Closers and Accessories
- Electromechanical Locking Solutions
- Exit Devices
- Cylinders
- Commercial Electronic Devices



**Corbin
Russwin**
ASSA ABLOY



SARGENT
ASSA ABLOY



h.e.s.
ASSA ABLOY

ASSA ABLOY | Innovation, technology and reliability.

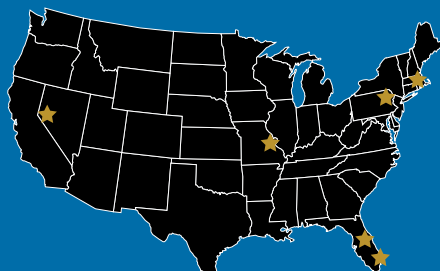


To Learn more about **ASSA ABLOY** products, contact your **Top Notch** representative or visit topnotchinc.com.



NATIONWIDE DISTRIBUTION CENTERS

Florida (2 Locations)
Massachusetts
Missouri
Nevada
Pennsylvania



CONTACT US

Phone 800-233-4210

E-Mail sales@topnotchinc.com

Request Information: www.locksmithledger.com/10174183



American Security BFX Gun Safe

American Security's BFX Gun Safe line is available in a stunning, new two-toned color called "Black Diamond." These safes are a preferred choice by gun owners because of their U.L.-certified RSC Level I burglary protection and ETL-certified 120-minute fire protection.

BFX gun safes also feature a proven half-inch solid steel plate door and active 4x locking system. Interior features include:

- Door organizer
- Storage for long guns or assault rifles on door
- Spy-proof, key-locking dial with decorative five-spoke handle and a convenient pull handle.
- Mirrored Back Wall
- AC outlet with removable cord
- LED light kit

More info: [youtube.com/](https://www.youtube.com/watch?v=8YYXSTw985o&feature=youtu.be)

watch?v=8YYXSTw985o&feature=youtu.be

» Request information: www.locksmithledger.com/53042702



Norton Rixson 1600 Series Door Closer

The Norton Rixson 1600 Series door closer has a new look! This door closer is beloved for its high-quality, durability, and home-grown roots — so much so that in the last few years, we've seen low-cost, low-quality copycats break into the marketplace that look exactly like the 1600 Series.

That's why Norton Rixson has a new look. With the new 1600 Series door closer, you'll be able to spot the difference and know at-a-glance that you're getting the high performance the 1600 Series is known for.

More info: www.nortonrixson.com

» Request information: www.locksmithledger.com/53063827

Arrow Cylindrical Indicator Lock

Arrow's APL Series cylindrical lock with status indicator provides enhanced privacy at a glance with its bold green and red status symbols. This cylindrical lock is the ideal choice for a wide variety of commercial applications where consistent quality, ease of use, and installation are required.

Ideal for restrooms, quiet rooms, nursing mothers' rooms, dressing rooms, and conference rooms. This easy-to-install lock is Certified ANSI/BHMA A156.2 Grade 1, UL/CUL listed for 3-hour doors, is ADA-compliant, and has a 3-year mechanical warranty. The APL Series is available with the privacy function and has four attractive finishes available (605, 613E, 626, BSP).



More info: www.arrowlock.com

Request information: www.locksmithledger.com/53063788

SALTO Neoxx G3

Featuring a special armored case with a double-layered structure, the new SALTO Neoxx G3 electronic padlock provides unbeatable protection against falls, shocks, and even the harshest environments or usage. The SALTO Neoxx G3 padlock is made of hardened steel with a removable shackle model option, which can be completely detached from the padlock body. The cover case with a double-layered structure guarantees the ultimate protection from falls, shocks, and the most extreme environments or usage. The shackle is available in 8mm diameter and length options of 25mm, 30mm, 60mm, and 90mm. The padlock weighs 515g.



The SALTO Neoxx G3 integrates RFID, Bluetooth LE, and NFC technologies to provide the ultimate keyless experience and most advanced electronic locking system available. In addition, the Neoxx G3 electronic padlock features SALTO SVN data-on-card and BLUEnet wireless network capable core technologies onboard. Thanks to BLUEnet wireless advanced capabilities, the padlock can read, receive, and write information via a smart card or real-time communications over the air. It also includes SALTO JustIN Mobile technology for access with an iOS or Android smart device.

Other features include anti-drilling protection, emergency battery change, battery monitoring to optimize maintenance and battery life, optical signaling through light ring, and dual-color green/red lights to indicate access authorization, with an optional acoustic signal.

More info: www.saltosystems.com

Request information: www.locksmithledger.com/53061577

THE NEW DEFINITION OF UNIVERSAL STRIKE DESIGN!

DEALER REBATE*

BUY 1, GET \$20.00!

BUY 4, GET \$100.00!

*Conditions apply. Scan QR code for details.

WE NEVER CHARGE EXTRA FOR THE FEATURES YOU NEED!

You asked for new strikes that combine high quality with a new level of flexibility, performance, and value. Camden has answered with two new strikes for cylindrical and mortise locksets that include:

- » FREE Single or Dual Latch Monitoring!
- » FREE 3 Hour Fire Rating! (Fail Secure Only)



CX-ED1689L-4

- Low Profile Strike with (4) Faceplates for Latch Bolts
- Monitor Switch Included



R25897 UL10C/CAN4-S104, 3hr. Fire Rating (Fail Secure Mode)

CX-ED1799L-8

- Dual Monitor Strike with (8) Faceplates for Latch & Deadbolts
- Two Monitor Switches Included



Intertek
UL10C/CAN4-S104, 3hr. Fire Rating (Fail Secure Mode)

Strike bodies and individual faceplates are also available separately.

*For Purchases Through Authorized Camden Distributors



**SCAN FOR MORE INFORMATION
ABOUT THE PRODUCTS & REBATES**

LOCKING | CONTROL | ACTIVATION | ACCESS



*While supplies last and subject to availability. Gift cards will be sent by Camden to qualifying dealers after review of their online form submission, along with proof of purchase. Promotion runs from October 1st to December 31st, 2023. Terms and conditions apply. See full details online by scanning the QR code.

Request Information: www.locksmithledger.com/10172172

An Indicator of Things to Come?

Indicator locks appear to be trending upwards in 2023.

Status indicator locks have been a mainstay in the school security market for many years, with indicators to assure teachers and school staff that classrooms are locked down in an emergency. Several new models have come to the market in 2023, making these locks available for new applications.



» Arrow cylindrical indicator lock. The green open padlock on the rose means the room is unoccupied.

Arrow and Yale Cylindrical Indicator Locks

The cylindrical indicator lock from Arrow and Yale Commercial, introduced this summer, made our list of Top Products of 2023. In 2022, they introduced retrofit indicator kits, allowing locksmiths to convert existing BEST or Schlage mortise locks to indicator locks. These kits provide a seamless upgrade to existing sectional mortise locks to add security and privacy. They made our list of Top 20 Products list last year.

Indicator locks have become increasingly popular in applications requiring clear, visible door status signage, said Lori R. Brown, senior product category manager, ASSA ABLOY. But, until now, those indicator locks were mortise locks.

“Most of our focus over the past few years has been with mortise locks,” she noted. “However, there are a lot of existing bored lock prepped doors and we’ve received multiple requests on being able to offer indicators for cylindrical-type locks to be used in commercial applications, where durability and longevity are important.”

The initial offering is a privacy function, targeted for single occupancy restrooms, mother’s nursing

rooms, quiet rooms and even dressing room applications. More models are envisioned down the road, including cylindrical locks from ASSA ABLOY brands SARGENT and Corbin Russwin.

These new cylindrical locks are ANSI/BHMA Grade 1 certified and UL listed for fire doors. They also operate according to the ANSI F76A function, which means they have one motion for egress and the button will release when the door is closed. Therefore, unoccupied lockouts are prevented.

The visual indicators can be found on the rose. A red, locked padlock signals that the room is occupied, and a green, unlocked padlock icon signals that the room is unoccupied. Available finishes are Satin Chrome, Bright Brass, Dark Oxidized Satin Bronze equivalent and Black Suede Powder Coat.

Additional features include:

- Patent pending
- ANSI/BHMA Grade 1
- UL/cUL listed for 3 hour doors
- Americans with Disabilities Act compliant
- Three-year mechanical warranty

Here are some of the additional indicator locks in this growing sector.

Arrow E Series Status Indicator Deadbolts

Arrow Lock and Door Hardware modified its E Series cylindrical deadbolts to include enhanced visual indication, which provides privacy assurance through bold visual indicators on the inside and



outside of the door. The enhancements include wording and a “lock” symbol to note the lock status of a door quickly.

This lock is aimed at use in public restrooms, dressing rooms, nursing-mothers’ rooms and other areas that require visual communication of use and assured privacy. The E Series occupancy indicator

» Arrow E Series status indicator deadbolt, unlocked

has an emergency key override to unlock a door from the outside in case of emergency. When the deadbolt is in the locked position, an external slot is exposed that provides for the use of the override key.



» Detex indicator exit device (red indicator is above keyed lock)

Detex Indicator Exit Devices

Detex Corp. introduced its first indicator exit device in September (We believe this also would have made our top products list if it had been introduced earlier in the year.)

The 1010D Double Cylinder Rim Exit Device and the 3010DM Double Cylinder Mortise Exit Device have an indicator on the inside of the door that allows quick visual identification of the lockout status of the outside trim. This feature is desirable for lockdown or active shooter situations. These heavy-duty exit devices can be used on fire exits and are easily installed with Detex's patented mounting plate and strike locator system.

1010D Features:

- Ability to lock outside lever trim from the inside, protecting people and property inside from outside threats
- Stainless steel deadlocking, Pullman-type latch bolt
- All exposed surfaces are finished over stainless steel with PVD, an environmentally-friendly finishing process
- Tested beyond 1,000,000 cycles – Twice the cycling required for Grade 1 UL testing
- Outside trims are easily changed or re-keyed without removing device from door
- Heavy duty angled end cap deflects damage away from device

3010DN Features:

- Ability to lock outside lever trim from the inside, protecting people and property inside from outside threats
- Heavy-duty angled end cap deflects damage away from device
- Tough and durable design for years of trouble-free service in high-use, high-abuse environments
- Anti-friction, deadlocking, latch bolt
- All exposed surfaces are finished over stainless steel with PVD, an environmentally-friendly finishing process
- Handed, field sizeable
- Outside trims are easily changed or re-keyed without removing device from door
- Fast and easy installation saves time and money

Code Compliance

In fire, life safety and Americans with Disabilities Act codes, an “indicator” isn’t treated the same as a “sign.” Codes specify specific signage where life safety is the issue. For example, think of the lighted signs that direct occupants to emergency exits in the event of a fire. Delayed-egress locks must carry the “Push until alarm sounds. Door can be opened in 15 seconds” verbiage.

NFPA 704 says, “signs provide a simple, readily recognized, easily understood system for identifying the specific hazards of a material and the severity of the hazard that would occur during an emergency response.”

Status indicators most commonly are used to identify occupancy or display locked or unlocked status of an interior room where privacy is the main issue.

Indicators often are illuminated and color-coded to make them as noticeable and recognizable as possible, typically either red/green or red/white, which can account for color-blindness. Sometimes indicators are illuminated and controlled by voltage from the device itself or power from the system with which the indicator is associated.

Camden Restroom Privacy Kit

Another noteworthy indicator lock introduced in 2023 is the Camden Door Controls Model CX-WC17VR-PS restroom/privacy kit with an additional benefit – no-touch wave activation. It features Camden’s CM-7536VR Column switches with built-in no-touch sensor activation.

These Column switches are ADA-compliant and designed to meet building code requirements for ‘high/low’ activation switches. They also feature a red/green LED to indicate door lock status, eliminating the need for separate ‘occupied’ and ‘locked’ annunciators.

The CX-WC17VR-PS restroom/privacy system kits are a complete solution that includes ‘Push/Wave to Open’ and ‘Push/Wave to Lock’ activation switches, a 2 Amp power supply and controller in a small metal cabinet, ‘universal’ electric strike, and door contacts.



» Camden touchless restroom privacy kit with occupancy indicator

The RISE of the Smart lock

Several smart locks and products made this year's Top Products for 2023

The rise of electronic access control and smart lock technology is driving increased interest from locksmiths as they continue to diversify their offerings beyond mechanical locks. Look no further than this month's Top Products for 2023 (see page 10) to see that many smart lock and electronic access control products made the list.

Further validation can be found in our recently released State of the Industry report from November, which found that locksmiths see smart locks (38.9 percent) as the top technology that is important to their business. That number continues to rise as locksmiths add the latest access control technologies to their portfolio. Not surprisingly, when asked about the role electronic access control will have on their locking solutions in the next three years, an impressive 32.1% said, "electronics will be a major driver of my product portfolio," and another 48.9% said, "electronics will complement my existing portfolio."

In addition, when asked how much their business expects to implement with respect to electronic access control in the next year, nearly half, 47.4%, said "more than before," which confirms what we are hearing from the locksmith community.

Going Mobile

Residential, multifamily, commercial and colleges and universities, for example, continue to ask for mobile-friendly solutions that don't involve a physical key.

"Who wants to pull a key out of their pocket anymore and stick it into a lock to find out that it doesn't turn very well, or whatever?" notes John Nolan, owner of Reliant Security, based in Grand Junction, Colo. "When I pull up to my house or our shop, my phone is set up so that it disarms the panel for me and then I can also set it up to control some other things. Now we're stepping into the realm of potential automation, so imagine as you pull into your business, the lights come on, the door unlocks. That's where it's going."

The demand for mobile access options has really taken off in the last few years, with many colleges and universities adopting a mobile-first approach to access control. "At Arizona State University, for example, which has approximately 80,000 students

on campus, they use the phone exclusively as a credential. And I know many other schools that are doing the same thing," notes Glenn Younger, owner of Grah Safe & Lock based in San Diego, Calif. "It's the most protected credential that you can get, especially when compared to a card, for example, which can also be compromised. It's got so many things going for it."

Angelo Faenza, head of Digital Access Solutions at ASSA ABLOY Opening Solutions Americas, told Locksmith Ledger that ASSA ABLOY continues "to see growth in the education sector as K-12 schools focus on creating safer, more secure learning environments and as college campuses address the growing demand for student housing and mobile credentials. We recognize that we have an important responsibility to create safer, more secure environments not only in educational facilities but in all spaces."

Multifamily Growth

Multifamily is an area of strong growth for mobile access, with about three out of four property managers finding the ability of smart door locks to minimize key replacement costs "very appealing," according to the latest Parks Associates research. "An increasing number of exterior locks in single-family homes are being replaced with smart door locks. Across single-family, multi-family, retail, and commercial spaces, builders, and owners are adopting connected entry solutions to create more secure and functional spaces."

Multifamily property owners/operators value smart access control for security, convenience, and OPEX savings, Parks said, as properties want to grant access to units remotely for unaccompanied viewing, assist with package delivery, control who had access to units, and make key replacement more efficient.

"Multifamily properties are increasingly adopting access control technology to ensure that only authorized persons can enter the property," says Kristen Hanich, research director, Parks Associates. "Access control systems offer a wide range of benefits, including increased operational efficiency, reduced labor costs and improved safety and security for residents."

The research firm noted that safety and security remain the leading purchase drivers of smart home devices. Smart door locks and smart access control systems provide a foundation of security by helping consumers and building owners/operators monitor and secure the primary access points. Typical use cases for smart door lock and access control systems:

- Grant entrance access remotely.
- Receive electronic real-time notifications of who is entering and leaving.
- Assign permanent and temporary virtual key with access schedules for specific days and times.
- Change or revoke access privileges at any time.
- Trigger tamper and forced entry alarms that warn of a possible break-in.

When combined with video and biometrics, like facial recognition, these technologies provide a much higher rate of verification than ever before, helping to eliminate false alerts. “Face recognition creates operational savings for security monitoring, reduces the time and effort to validate the security event, and provides verification data to first responders to reduce response times and fines for false alerts,” Parks Associates says. “Face recognition technology is poised to expand beyond home security and will also cater to other verticals. Our research shows only 37 percent of consumers trust the companies that have access to their personal data, so industry players will have to address increasing concerns over privacy and data security concurrently, as they integrate these new capabilities into their solutions.”

Smart Locks and More

With so much growth in this area of smart locks, here are some of the products that made this year’s list based on Google analytics of our website, www.locksmithledger.com.

Yale Assure Lock 2 with Z-Wave

The Yale Assure Lock 2 with Z-Wave, an extension of the company’s latest collection of smart locks, offers Blue-



» The Yale Assure Lock 2 Plus

PHOTO: YALE HOME

tooth, Wi-Fi and is compatible with top Z-Wave smart home platforms and alarm systems, including Ring Alarm and Samsung SmartThings. Customers can pair Assure Lock 2 with Z-Wave to these platforms to power remote operations, voice assistant capabilities, and create one-touch scenes and automations to help with everyday activities, while benefiting from the overall convenience and security that Assure Lock 2 offers.

“Whether you regularly host guests, hire a pet sitter, have a neighbor check on your house while you’re on vacation, or just want extra peace of mind when you’re not home, Yale Assure Lock 2 has your front door covered,” said Jason Williams, president of U.S. Smart Residential at ASSA ABLOY. “Our new collection taps into Yale’s 182-year legacy of trusted security and pairs it with a fresh and timeless design, broad integration with your favorite smart home devices, and the latest tech advancements like Matter – delivering on our commitment to protect the things you love.”

Building on Yale’s original Assure line, every Assure Lock 2 model is now powered with smart connected capabilities, including the Yale Access app and work out of the box with Bluetooth and Apple HomeKit technology. Wi-Fi

Smart Modules are also available in-box with the locks or sold separately, and no longer require a Wi-Fi Connect Bridge, enabling even simpler set up. Additionally, Z-Wave Smart Modules will be available later this year to serve Z-Wave customers. These models deliver on the wide set of integrations that Yale is known for, with partners including Airbnb, Amazon Alexa, Apple HomeKit, Google Home, Philips Hue, Ring Alarm and Samsung SmartThings. Soon after Matter is available, a Yale Matter Smart Module will be sold separately, giving Assure Lock 2 customers the option to adopt the smart home industry’s newest connectivity standard.

Assure Lock 2 models are up to 30% smaller than their predecessors, easy to install and works with more doors of varying thicknesses and bore hole sizes, making it the most versatile dead-bolt-replacing smart lock in the U.S. and Canada out of the box.



» The Lockly Defender

PHOTO: LOCKLY

Lockly Defender

The Defender is a (exit-entry) thin-style smart lock from Lockly’s Guard Series, ideally suited for narrow-stile doors in retail stores, lobby entrances, fitness rooms and other such common areas. It features what Lockly calls its “beloved

hack-proof keypad” that can generate and store (up to 37) free access codes with specific profiles and permissions along with fast and secure MIFARE RFID or FOB access. It stores up to 999 fob keys/RFID cards and includes a quick-access 3D biometric fingerprint sensor (up to 99). The Defender series is available in two versions: Defender Doorman edition and the Exit Trim edition. Defender Doorman is built for front door entrances while the Exit Trim is compatible with emergency exit bars.

Top Features:

- **Design:** The thin, sleek design is ideal for narrow framed doors and doesn't take up a lot of space, only 44mm wide and 36.25mm deep.
- **Security:** Lockly's patented PIN Genie Technology randomly shuffles PIN locations on the touchpad making it impossible for strangers to guess the codes. It can generate and store up to 37 free access codes with specific profiles and permissions.
- **Access Options:** MIFARE RFID or FOB access, stores up to 999 fob keys or 10 RFID cards. A 3D biometric fingerprint sensor holds up to 99 fingerprint options, revocable scan to open QR code access and remote smartphone control.

SALTO Neoxx G3

SALTO's new Neoxx G3 electronic padlock is a versatile locking system suitable for a wide range of applications.

The SALTO Neoxx G3 integrates RFID, Bluetooth LE, and NFC technologies to provide the ultimate keyless experience with an advanced electronic locking system. In addition, the Neoxx G3 electronic padlock features SALTO SVN data-on-card and BLUEnet wireless network capable core technologies onboard. Thanks to BLUEnet wireless advanced capabilities, the padlock can read, receive, and write information via a smart card or real-time communications over the air (OTA).

“We're thrilled to announce the launch of the SALTO Neoxx G3 electronic padlock which is the most advanced and versatile locking system



» SALTO's Neoxx G3 electronic padlock
PHOTO: SALTO

on the market,” said SALTO Systems CTIO Marc Handels. “The SALTO Neoxx G3 is perfect for a wide range of access control applications and is particularly well-suited for those outdoor deployments that need the reporting and advanced technology that electronic access delivers as well as a product with a tough exterior that can withstand extreme weather variations.”

The SALTO Neoxx G3 electronic padlock also includes SALTO JustIN Mobile technology, which provides users the convenience of gaining access with an iOS or Android smart device. Users can open doors, gates, and padlocks with a smartphone or Apple Wallet with an iPhone or Apple Watch, thereby eliminating the need for physical keys.

The SALTO Neoxx G3 padlock is made of hardened steel with a removable shackle model option, which can be completely detached from the padlock body. The cover case with a double-layered structure guarantees the ultimate protection from falls, shocks, and the most extreme environments or usage. The shackle is available in 8mm diameter and length options of 25mm, 30mm, 60mm, and 90mm. The padlock weighs 515g.

Den Smart Strike

Den Smart Home is bringing intelligence to the electric strike with its DEN SmartStrike, a unique solution that pro-

vides users with the best of both the analog and smart home world. Once installed, users can easily, safely, and securely access their homes and businesses using both their traditional key to unlock their door, or via the companion app (available for both iOS and Android). Through the app, users can also create digital keys for family members, friends, and temporary guests.

“It works differently than other smart locks, because it is installed in a door frame,” company Founder and CEO Marijn van der Wal says. “It doesn't do anything with your lock or your door handle. It is just a strike plate that will enable you to actually push the door open.”

One of the unique features of the DEN SmartStrike is that it is wireless. Powered by batteries and integrated with Z-Wave technology means the energy usage is low and batteries will last an estimated two years before they need to be replaced. In addition, as a Z-Wave-enabled device, the DEN SmartStrike is compatible with the largest, most diverse smart home and security ecosystem available (over 4,100 certified, interoperable devices).



» The Den Smart Home Smart Strike
with app
PHOTO: DEN SMART HOME

Future versions of the DEN SmartStrike will add Matter, Zigbee, and Wi-Fi connectivity to provide compatibility amongst all IoT networking platforms. In the spring 2023, DEN launched a new authorized dealer program to provide exclusive pricing and prioritized order fulfillment to the professional channel. ■■

Glass Has Never Been This Easy



HES 9100 for Single Doors
(Right Handed option shown)



HES 9200 for Double Doors
(Wide option shown)

Simplify Your Access Control.

The innovative 9100 and 9200 Electric Strikes set a new industry standard for all-glass openings with a tubular exit device.

- Retro-mount using existing prep; No cutting required
- Integrated adjustability
- Field installable monitoring
- 9100: Left Handed or Right Handed options;
9200: Wide or Narrow backset options

hesinnovations.com

Request Information: www.locksmithledger.com/10172649



Experience a safer
and more open world

Why I-Cores?

Your customer has key control when he knows who has every single key.

Frank Best's universal core was interchangeable between mortise, cylindrical, cabinet and padlock housings. Early I-Core users soon discovered two additional benefits beyond interchangeability. First, most things can be done better and faster and more cost-effective in the shop than in the field. The second benefit was that the quick-change I-Core allowed a business or organization to keep up with personnel and facility changes. This turned out to be a really big deal.

Operational cost savings drove rapid I-Core adoption in industry, transportation, government agencies and educational markets from the 1940s on. It didn't take long for all North American lock suppliers to develop their own interchangeable cores, following two tracks.

Leading lock manufacturers introduced their own Large Format Interchangeable Cores (LFIC) to accommodate existing pin segment sizes. Several smaller players also entered the market with Best-compatible Small Format Interchangeable Core (SFIC) cores, keys, and pin segments. We'll not differentiate between various LFIC and SFIC systems, as the issue here is how we help the customer maximize his I-Core investment. Although the hundred million I-Cores are not being replaced, they are seeing profound technology changes. The issue here is how do they save money?

Pinning cores in the shop can easily produce 10 cores per hour, including calculating pin segments, cutting keys, lubrication, testing, and packaging. More nimble fingers often pin up to 14 cores per hour, and even 16.

Field installation usually runs 30 seconds each, and can even be done by the customer. Compare this with removing and re-installing a cylinder or lever handle and then pinning, lubricating, and testing on a cart in the field, and then reinstalling, and cutting keys.

Pinning in the shop is always faster. Clearly, the I-Core is far less expensive to maintain. Low labor cost and fast turnaround allow the customer to keep

up with organizational changes. There are indeed some cases where very high tamper resistance is more important than cost, flexibility, and speed.

How does the I-Core make more money for your lock shop? Think big picture! When you save the customer money, you earn the right to be a trusted business partner. But, do users themselves actually reap the I-Core speed and cost benefits? Often not.

Internal Key Control

The most important key control action happens once a key is in the hands of the user. Keys are lost, loaned, stolen and not returned. Employees are hired, transferred, and discharged. Rooms are added, repurposed, or eliminated.

Problems explode exponentially as an organization grows, leading to a 20% annual loss of key control.

Managing internal key control is pretty much the same process as an electronic access control system. You assign and record a given credential to a user based on his access need, then recover, change, or delete access

privilege when the user is no longer authorized. The main difference is that control is achieved by recovering the key or repinning the core. Electronic I-Core options like Cliq and Switch Core can now be integrated with existing systems.

Internal control is not rocket science, but the customer needs to know how and why. Here's what the customer needs to know.

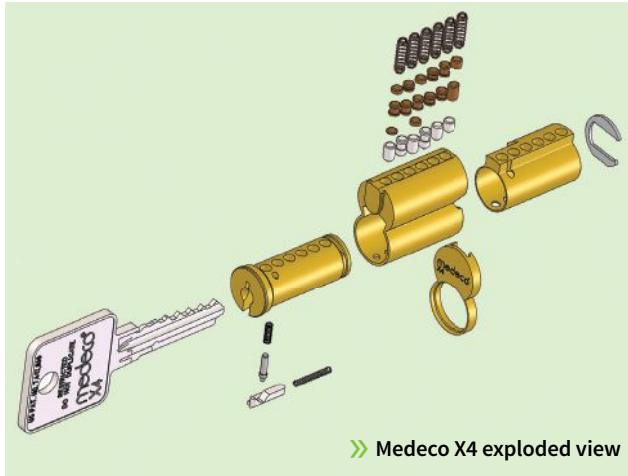
- Internal key control requires four things.
- Signed agreement when keys are issued.
- Record who has each key (serialized if possible).
- Recover keys no longer required.
- Replace or re-pin compromised cores.

In many cases, you'll provide valuable code and pinning service for the customer – while building your own profitable relationship. In other cases, larger customers may want their own pinning kit for small jobs, and you'll be the trusted backup when multiple cores are needed. Here's the problem.



» Schlage LFIC

New management teams seldom understand how their I-Core systems work. Keys are issued without documentation, and not recovered when employees depart. Master keys are issued when supervisors don't know what key operates which doors. Teach them how to do their part, and they'll gladly partner with you. Here are the simple steps.



Key Control Policies

The customer can use the following two basic elements that provide effective internal key control. The first element is a simple Key Control Policy. All your customer needs to do is cover these five simple issues.

1. **Authority:** Only the person responsible and accountable for a given area may authorize keys, codes or credentials for that area.
2. **Key, Code and Credential Issue:** All keys, codes or Access credentials are issued by the Key Control Office, with the express written approval of the manager responsible for the area to be accessed. No other person or authority may issue or distribute keys or credentials. All personnel are expressly prohibited from going to outside sources for key or credential duplication. Keys, codes or credentials may not be loaned, transferred, or given to any other person, except by the Key Control Office.
3. **Security Audits:** From time to time, managers or security staff may perform unannounced key or credential audits. Keys and/or Access Control Credentials that operate doors, locks, or portals in this facility will be documented, to update records.
4. **Key, Code and Credential Return:** Upon completion of tenure, transfer, or requirement for access to a given area, the keys and/or credentials must be promptly returned to the Key Control Office, and the office advised of code, key or credential discontinuation.
5. **Penalties:** Personnel transferring, or departing the organization, will not be issued final clearance until the Key



Tiger Shark2™

is the next generation Key Machine with the ability to cut **High-Security, Standard Automotive, Commercial and Residential, Dimple, Tubular and Tibbe Keys**. The **Engraving** feature allows for customization of key heads. Add your name or specific code number to each key that is cut. Perfect for the master keying job that shows the key code and source of manufacture. The newest feature is the Automatic Rotating Head that makes precision angle cuts for Medco® blanks. Scan the extensive code database for the key biting, select and cut that key. Searches are available for Commercial, Residential, Automotive, Motorcycle, key blank, multiple key machine depth and space identification numbers. The TigerSHARK2 is designed for the Professional Locksmith with the operating ease for the Novice.

www.hudsonlock.com

Request Information: www.locksmithledger.com/10172692

Control Office is notified and keys, or credentials are returned. Duplication or possession of an unauthorized key, code or credential, is a security violation.

The second control element is the Key, Code, or Credential Agreement. This is a simple form the employee signs, agreeing that he or she understands the Key Control Policy. Typical verbiage: "By accepting this key, access code or credential, I promise that I will not loan, duplicate or allow it to be duplicated. If the key, code or credential is lost or compromised, I agree to notify the key control office immediately. Upon completion of my tenure in this position, I agree to return the key or credential to the key control office or notify them of code discontinuation before my final pay or clearance is issued."

Download both of these documents at www.locksmith-ledger.com/53076261.

Access, Key, or Credential Agreement

EMPLOYEE ACCESS CONTROL AGREEMENT

By accepting this Key, Access Code or Credential, I promise that I will not loan, duplicate, nor allow it to be duplicated. If the Key, Code or Credential is lost or compromised, I agree to notify the Key Control Office immediately. Upon completion of my tenure in this position, I agree to return the Key or Credential to the key control office, or notify them of Code discontinuation before my final pay or clearance is issued.

signature _____	date _____
print or type keyholder name _____	key, credential, or code sequence # _____

If an employee has departed the organization and the Key Agreement is still in the file, the customer immediately knows which keys and cores are compromised. This simple process is where the customer gets maximum value from his I-Core system. One or two chambers can be quickly re-pinned in the field, or a fresh core can be installed.

This key or credential agreement can be easily customized for your customer's specific situation. The important issue is that the employee agrees to not loan, duplicate, or compromise his or her access control credentials. The employee also agrees to return or advise the Key Control Office (or authority) when authorized access is no longer needed.

When the key or credential is returned, the Key Control Office pulls the original from the file and signs off as returned, with date and signature. The employee gets a copy and the original goes into a "Returned Key" file. This process meets the KISS test. You don't even need to spend money on software.

An Excel spread sheet can easily document the following.

- What core is installed in each door.
- What keys operate each core.
- When and to whom each key is issued (serialized if possible).
- Date each key is returned.

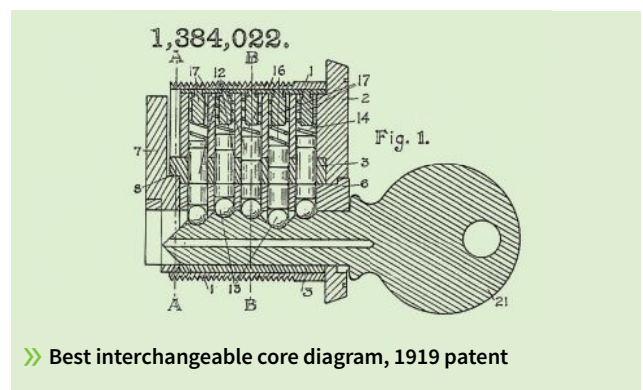
We've found that very successful internal Key Control processes are run by a small business owner's wife who keeps track of the checkbook. In medium to larger facilities or many family real estate operations, we've often found a trusted

secretary, clerk, or office employee who provides continuity. It is important that anyone taking over the Key Control role understand the process.

In large facilities, the internal lock shop may not handle key distribution or recovery, but are deeply involved with the process. These large facilities may now also have Key Control software connected to personnel records so any status changes are also promptly flagged. Or the locksmith servicing the facility may use more sophisticated key control and masterkeying apps and programs.

Since the vast majority of security compromises come from within, internal Key Control remains a critical component. Some managers fall prey to the deadly assumption that their electronic access control or patented keys eliminate the need for internal key control.

Electronic and mechanical access control are both important layers of the customer's security system. If you help him or her understand this layered concept, you will provide a valuable service as you build trust.



I once asked a prospective customer if he had any key control problems. He said no. I asked if he had any lock issues. Another no. Access control problems? No. He then exclaimed that he didn't know who had master keys.

With just a little help, his I-Core system allowed him to quickly obsolete existing masters and install the simple internal Key Control process. Offsite duplication and losses stopped, and his system stayed solid for several more years. Thus, another large corporation became a very good customer.

Patented keys have effectively blunted unauthorized duplication. You can also help the customer extend this protection to his more serious internal key control threat. The simple steps contained herein allow you to help the customer get maximum value from his I-Core investment.

Simply stated: Your customer knows he has key control when he knows who has keys. ■■

Cameron Sharpe, CPP, worked 30-years in the commercial lock and PACS industry. Contact him at sharpec@cox.net

The perfect fit.

From conference rooms to high-traffic venues, Record's low energy swing door operators are built to meet your needs — outperforming and outlasting the competition. In stock and ready to ship, Record is the clear choice to keep everything running smoothly.



- Easy installation
- Heavy-duty construction
- Built for sustained long-term use
- Maintenance-free
- On-board programming
- Great for retrofit and new installations

recorddoors.com

Request Information: www.locksmithledger.com/12336966



HA7



HA8-LP



HA8-SP



HA9



SS8200

Locksmith Live: A Legendary Safetech

Wayne Winton interviews Dave McOmie, the man who literally wrote the books on safe opening and safecracking

Wayne Winton's Locksmith Live online program recently featured a question-and-answer session with Dave McOmie, author of 24 technical books on safe servicing, along with book number 25, a memoir. The long-ranging interview is a must-watch event for any safe technician, but long-time safe techs will especially enjoy McOmie's stories about his start in the industry and about other legends of the safe industry.

In this article, we share a few questions and answers and stories, without delving into too much technical detail. Check out McOmie's website www.davemcomie.com, and his National Safeman's Organization (NSO) Safecracker Support Forum for more detailed information. This article presents only a small portion of the discussion at Wayne Winton's Locksmith Live meeting in October.

How did you get started?

I came into the industry in quite an unusual way. I came in by way of the mid-1960s television show *It Takes A Thief*, starring Robert Wagner. He could pick any lock, crack any safe and the ladies just fell at his feet. My parents bought me a home locksmithing study course for Christmas. Then the lady next door's keys got stolen and locksmith Eugene Corey came out and picked the locks on her house and car and then made keys for them. I found it fascinating. If he had been a mean guy, I probably never would have ended up in the industry, but he was as nice as he could be. I spent time learning from this locksmith and then he hired me as a young apprentice.

Drilling safes now involves thousands of dollars of drills and scopes. What was the equipment like when you started out?

We didn't have a lot of the tools we have now 50-plus years ago. We didn't have scopes or much in the way of a drill rig, which was a long industrial screwdriver and a chain.

Scopes were a game changer like no other. There's been no other tool introduced to the industry that had such a radical and immediate impact.

What was the time and date of your first safe opening and the brand?

The first safe was a Sentry. The safes I opened were in increasing difficulty. I didn't start with an ISM; I started with a Sentry in the shop under Mr. Corey's guidance. This was 1972. We worked our way up from there to fire safes and B-rated safes.

That was back before there were any scopes. We had a Champion spark plug light from the auto parts store, basically a cheap little industrial otoscope. Consequently, we had to drill big holes right at the edge of the wheels there at the tailpiece – big holes, line of sight and however much light your flashlight could shine down there.

Any good training stories from your early days?

I bought a whole truckload of Liberty Safes that were all lockouts for pennies on the dollar. I got my education in a storage unit and just went to town. I was like 'hey I'm not going to destroy customer safes. I'll open these and figure out what the tricks are.' I was able to create worse-case scenarios and then get them open, rebuild them, put a new lock on them and then sell them. I was able to make a profit on it at the end.

How do you choose the topics for your technical bulletins?

I used to put a little bit of everything in each issue. I've since changed that to doing specific topics or



Watch online at https://www.youtube.com/watch?v=MPc_ZHp7UE0



specific types of safes. For example, I'm working right now on a series of bulletins devoted to Mosler fire safes. They're a little complicated and hard to identify. Those locks have different drill points so you want to first be able to identify which lock you have so that you can then use the correct drill point.

Tell us about your greatest professional triumph.

The thing I've spent most of my time doing is working out drill points and revising them and revising them until I'm happy with them, but my favorite drill point is actually not a drill point. I'm most proud of unlocking the secret to Diebold's jeweler chests.

What is your Kryptonite?

The jobs that I dread the most to be honest are high-security safes with a particular key lock that I don't have a tool for. I can always get them open by drilling but some of them are a huge pain to drill. I cross my fingers and hope that I have a pick or a decoder and if I don't, we have to drill.

What is the best advice for somebody who's just getting started in the safe and vault world?

If they're already in the industry, it's a piece of cake. Once a guy or gal learns the basics, it opens up a whole new horizon. When you really think about it, how many different methods do we use to open safes? Five or six, that's it, but the

catch and the hard part is using the right one at the right point on the right safe.

As far as people getting into the industry, organizations like ALOA [Associated Locksmiths of America] and SAVTA are great places to start. Your membership dues will get you the background check that you need to see if you can qualify, depending on your state and the licensing requirements.

That's my favorite joke when people ask me, 'hey are you licensed to do this stuff?' I tell them that you got to have a license to drive a car but I don't need one to break into a safe in my state.

Understanding your local laws would probably be the number one thing that you need to do. Understanding your local licensing would be the number two.

What would you tell your 18-year-old self today?

I would tell my 18-year-old self just hang in there for now and in just a few years, your job is going to become a dream. Technology is coming to save the day. Imagine what they would do if they saw the tools and phones and all the stuff we have now. If CL Corey could see how easily we can drill through most hard plates today, it would blow his mind.

This is a fantastic time to be in the industry. Look at all the recent innovations. We have the Phoenix, the little black box, and so many great innovations are coming out. I'd much rather be doing this work now than at any time in the past.

Do you want to talk about your book *Safecracker* just a little?

I'm happy that the book is still selling but I am writing a novel. It's a novel but it features a real person – me. I'm called out to open a vault in a home and the people who called me out had full documentation but they aren't the actual owners of the home so things take a turn.

Are you able to talk about the Prince safe opening? How did you get the phone call?

I got an email from a law firm in Minneapolis and it was so cryptic that I couldn't understand what they wanted. I mis-read this one and ignored it. Eventually, we connected with each other and everything got worked out. The lady that I dealt with at the firm was Prince's personal attorney for years before she went to work for this other firm. She picked me up at the airport and drove me out to Paisley Park. When we walked in, she introduced me to all the bankers and the lawyers and we made our way into the vault room.

I noticed that everything on the walls and on the floor was covered in plastic. The archivist said, 'whoa, we didn't know what you were going to do so we put plastic over everything just in case the explosions cause dust in the air.' I did my best not to smirk or smile and I just assured him, no explosions, we're just going to drill a little bitty hole through this thick vault door and get it open that way.

I've been in hundreds or thousands of bank vault rooms and this was enormous. Inside the vault were industrial shelving units housing unrecorded music just waiting to be worked on. The archivist was thrilled.

The door itself was a Mosler American Century and it's the only American Century that I've ever drilled that had the equivalent of iron in it. This hard plate was actually made by the Scher company for Mosler. ■■

Join the Locksmith Nation Facebook Group: www.facebook.com/groups/LocksmithNation

Think SMALL: Opening a Meilink Hercules Wall Vault

This job is made much more difficult because of the extremely small size of the lock



» Photo 1. Meilink Hercules wall vault

This job involves opening a Meilink Hercules wall vault by drilling. Drilling such a tiny lock requires skill and caution. The whole lock body is only about an inch and a half by two inches. Small means a small target when we're trying to drill into there and penetrate. It's a very, very small target.

There are a couple of different options for this job. You have to choose which method to use.

One of the ways is to come up underneath. You've got the small dial right there. You drill outside the dial and you kind of angle in to the lockbody and the wheel pack. Because it's so small and compact, that's very difficult to do — or do accurately. You have to guess how thick the safe is and what angle you're going to need.

The fence is at the top and, on this particular model the bolt is going to the left. Because the fence is up top, if you drill up underneath, then you have to do a transfer hole or you have to transfer, which means you line all the gates up at that hole and then do the math to figure out where your fence is so that it can drop in, or you just keep thumping them incrementally.

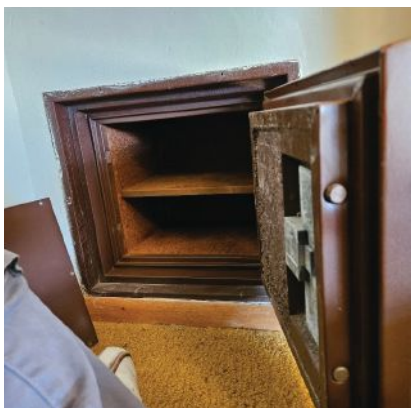
You can start off where you are. So if the lock is at 50-25-20, then you could do 51 or you could go back — whichever way you're trying to go — and then you go up a sequence of numbers or down a sequence of numbers to get that transfer to roll around. Basically, every time you line them up, they'd be lining up each time all the way around the lock until eventually you get where that fence is and they'd fall in. Or you can do the math and try and get there a little quicker.

Take it from the Top

I didn't want to do that. Manipulation and transferring just don't work for me. I've got to get in, see and feel to know what I'm doing, and then I'm confident moving forward. So I chose to come in from the top.



Scan the QR code or visit <https://www.youtube.com/watch?v=Gfkzr-JitweU> to watch a video explaining this procedure.



» Photo 2. It took about 3 ½ minutes to open



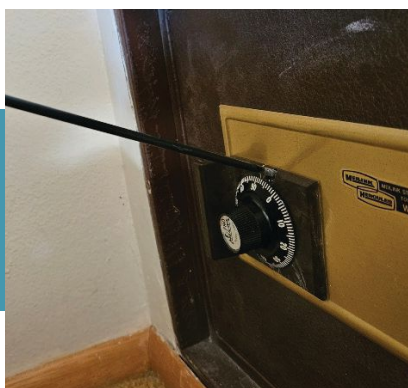
» Photo 3. Our angle of attack



» Photo 4. Longer drill bit to get through the fire retardant



» Photo 5. Right at the number 5



» Photo 6. About 5 digits over towards the hinge side



» Photo 7. Hole drilled



» Photo 8. A closeup view of the hole



» Photo 9. View from another angle



» Photo 10. Note the 35-degree angle where the drill bit came in

The combination dial was on zero. I came in on 5 away from the opening side or away from the lock bolt towards the hinge side and came in at a decent angle. I don't have an angle meter so it's hard to give an exact measurement, but the photos show the drill and the angle that

we used. It's not quite 45 degrees, maybe like a 35-degree angle. That put me right where I needed to be. It put me right at the fence. The scope hole came right in.

Next time I would not angle in. I angled in toward the wheel pack but I also tilted in toward the lock as well. So

if I'm on 5, I drilled in toward the crow's foot or the indicator up on top where you line the combination up. I would not lean in so far next time because I showed up right at the fence. Any closer and it would have damaged things and drilled the fence off. That would not have been good!

STAY CONNECTED

STAY INFORMED

Follow us on
your preferred
social media
channels



www.locksmithledger.com

Safes & Safe Servicing



» Photo 11. Right at the fence



» Photo 12. Gates lined up



» Photo 13. Change the combination



» Photo 14. The small size makes the job difficult

This allowed me to see the edges of the wheels, the drop-in point and the fence; it allowed me to see everything. I was able to dial it right in, extract that combination right as we were dialing it in and get a medical-grade scope in there. A 30-degree scope was all that I used for this one because the angle was already there. It just popped right open.

It worked out great — no damage to the wheels. I serviced the lock, took it apart, cleaned all the parts, made sure there were no rough burrs or edges and removed some metal and pieces of drywall. Cleaning everything out is a very important step. If you need to, you could change the combination.

Put everything back together and then run the combination several times to make sure there's no wheel drag and make sure nothing's hanging up. That's

going to be your biggest challenge here — actually putting the lock back into service after you open it. I don't think they make these locks anymore. You'd have to buy them used off of eBay or something.

That is the Meilink wall vault opening process. Choose your best way to do it. It is less conspicuous to come up from the bottom. It's an easier repair. It's probably better for some safe technicians.

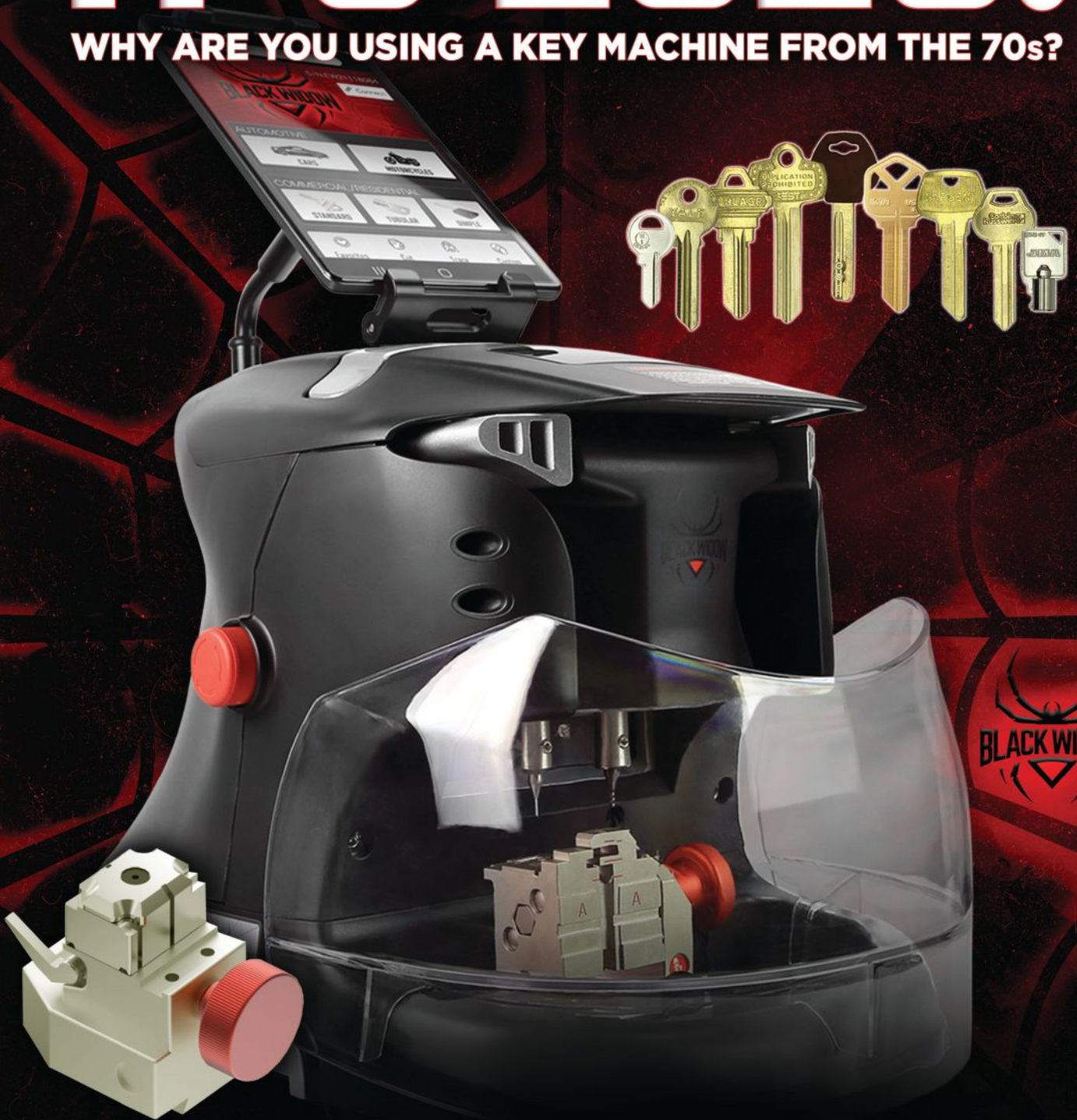
I prefer coming in from the top, straight down, although it's much more risky with greater chances of damaging the lock. That can happen.

The size is what causes the difficulty. ■■

Wayne Winton is owner of Tri-County Locksmith Services, located in Glenwood Springs, Colo.. Check out Wayneslockshop.com and lockreference.com.

IT'S 2023!

WHY ARE YOU USING A KEY MACHINE FROM THE 70s?



**CUTS MORE KEYS THAN ANY OTHER
MACHINE IN ITS CLASS**



SCAN OR VISIT

AKSLINK.COM/ITS2023

FOR MORE INFO

Request Information: www.locksmithledger.com/12369841

 **American
Key Supply**



» Hands-on training opportunities are essential for the next generation of locksmiths.

PHOTOS: ASSA ABLOY

The Demographic Change and Evolving Digitalization of the Locksmith World

Training is critically important for this next generation of tech-savvy locksmiths

The evolution of the door lock has accelerated exponentially, especially since the start of the 21st century. So have the roles, requirements, and opportunities for today's locksmiths, who we now more aptly call security professionals.

While there still may be emergency calls to help someone who has locked themselves out of their home or car, the trade is primarily about commercial applications today, and extends to electro-mechanical components, intelligent locks and keys, electronic access control (EAC) solutions and beyond.

As the industry continues to identify what needs to be secured, access control technologies are no longer limited to perimeter and interior rooms in buildings. They can be applied to unmanned traffic control cabinets, server cabinets, delivery lockers,

and more. Many locksmith security professionals today are also more involved with integrating cameras, alarms, and other advanced security systems.

Consequently, there's a lot more to know and always something new to learn, which keeps the profession interesting and fresh, and generates more opportunities. Consider the breadth of brands, decorative styles, locking devices, door openers, and wired, wireless and Wi-Fi EAC technologies that we offer at ASSA ABLOY Door Security Solutions, for example. And then, there are all the critical building codes and detailed installation steps required to ensure projects are properly executed and compliant.

Becoming a proficient, successful locksmith security professional takes intensive on-the-job



CHRISTMAS IDEAS FROM FRAMON

DBM-1

Flat Steel Key Duplicator

Make quick work out of flat steel key duplication! You can expect years of trouble-free service from your DBM-1. Cut Master Padlock corrugated keys, locker, letterbox, and safe deposit box. Even cut two keys at a time!



Global Link Rekeying Kit

Global Link Rekeying Kit for RV & Campers. Includes 50 cam locks of various lengths and 100 mastered and non-mastered cylinders. Cylinders are pre-coded to four random Global Link numbers so you can rekey an entire camper to one key for your customer. Also included are a Global master and change key and 60 pre-cut user keys (15 of each of the four random GL codes to match the cylinders). Replacement cam locks and cylinders available soon to refill your kit. Stop turning this highly profitable part of the lock and key market away! **Part #GLRKK**



Bullseye Installation Jig

Framon is proud to introduce our latest product, the Bullseye Installation Jig. The new installation jig will assist installers with drilling wood or metal doors, both 2-3/8" and 2-3/4" backset. The tool is completely self-contained besides a 3/32" allen wrench to change bore sizes. **Part# BULL**



Used by thousands of locksmiths around the world - EVERY DAY.

CPB1 SFIC Pinning / Capping Block

Another great tool from Framon Manufacturing for locksmiths who use interchangeable core. The CPB1 comes with a pinning / capping block, ejecting pin and capping tool. Insert the core into the tool and eject the old pins quickly and easily. Flip the block over to load the chambers and cap the core. Made in the USA. CPB1 includes Ejecting Pin and Capping Tool.



**Be sure to check out our new website
www.bluedogkeys.com
to locate those hard to find blanks!**

Contact BOTH Blue Dog Keys and Framon Manufacturing Company:

989-354-5623 PHONE | 989-354-4238 FAX | 1201 W. CHISHOLM STREET ALPENA MI 49707

Request Information: www.locksmithledger.com/10172537

experience, a commitment to excellence, and ongoing training. My colleague Tom Hightman at our Medeco Service Center (MSC) program emphasizes this point.

“For those who like to work with their hands, problem solve with their innate creativity and logic, and have an aptitude for all things mechanical and electronic, it can be a very rewarding, stable career that offers a respectable



» The ASSA ABLOY Academy's traveling Mobile Installation Training (MIT) showroom.



» Locksmith training inside the Academy's traveling Mobile Installation Training (MIT) showroom

living and plenty of room for growth. It's also a vocation in high demand,” he says.

Short-staffed locksmith companies, systems integrators, and facilities departments are all looking for new talent to tackle the growing number of projects and advanced security solutions coming online. At the same time, seasoned experts are starting to retire across many trades, including the locksmith profession.

Along with the need to find candidates to replace them, there's the realization that veteran locksmith security professionals may be leaving with a wealth of institutional knowledge and a facility's door asset inventory stored in their heads.

Attracting, recruiting, and onboarding talent are among the challenges the industry faces. “The good news is that progress is being made thanks to the expanding number of resources that a forward-looking company like ASSA ABLOY provides to support training, certification, and business development,” says Hightman.

Also available are software solutions like SimpleK and Openings Studio that can capture, tag, and track all the openings components installed in a facility. Along with the data that makes it easier to maintain openings, replace parts, and specify solutions for future building expansions, the programs help continually build a digital brain trust that can live on long after a key team member heads out the retirement door.

ASSA ABLOY Academy

Whether someone is making a fresh start as a security professional or looking for continuous improvement to build their expertise, training is as essential to getting up to speed and accelerating a career in the door security field as on-the-job experience.

ASSA ABLOY Academy (www.assaabloyacademy.com), an extensive and comprehensive curriculum, offers valuable in-person and virtual sessions led by field-experienced instructors. In-person, hands-on training happens at company training centers, at regional locations, and through site visits by the Academy's traveling Mobile Installation Training (MIT) showroom, in addition to a vast number of on-demand courses available through the Academy website.

Along with training on installation, products, codes, and many other topics that locksmith security professionals, integrators, dealers, and distributors can easily search for and enroll in, the Academy website provides ways for individuals and companies to customize career path curriculum.

Locksmith Academy

While ASSA ABLOY Academy continues to offer high-value individual courses for locksmiths, what became clear is how the profession lacked noteworthy trade school representation in the U.S. compared to those for electricians, plumbers, carpenters, and mechanics. That is, until we took the initiative to develop a much-needed addition to our training programs and launched Locksmith Academy.

It's the first comprehensive program in the country specifically developed to provide a deep understanding of the full breadth of specific requirements, terminology, installation practices, and technology trends that locksmith security professionals need. It also covers the full continuum of locksmith training – apprentice, journeyman, and master level.

At the apprentice level, for example, trainees attend ten intensive days of classes over a continuous two-week period where they learn how to recognize different types of locks, cylinders, hardware, and keys and get plenty of hands-on time to practice everything from key origination to hardware installation. Companies that have sent new hires to the program report how excited and ready the apprentices are to hit the ground running the moment they return.

For more information about Locksmith Academy and upcoming sessions, please contact Carrie Smith at carrie.smith@assaabloy.com.

Certified Integrator and Preferred Installer Programs

It's common for security systems integrators to have at least a small team of installers today. And it's essential that they're properly trained. That's why ASSA ABLOY offers our Certified Integrator Program (www.assaabloydss.com/en/support/installation-and-service-partners/certified-integrators). To date, well over 2,000 integrators have been certified by undergoing factory training that covers installation, configuration, and commissioning. The benefits: faster deployments, fewer mistakes, and improved end-user satisfaction.

Many door security projects, however, are quite large and involve thousands of components – locks, EAC, and door hardware – that need to be installed within a compressed timeframe, which means there's often a call for extra help. To support these expansive projects, ASSA ABLOY offers installation services through our Preferred Installer program. This gives integrators the ability to outsource this skill to ramp up productivity and ensure installation quality.



» In addition to on-demand courses available through the Academy website, in-person, hands-on training happens at company training centers, at regional locations, and through site visits by the Academy's MIT

For smaller projects, it's usually not practical to send this force across the country, which is why we're now expanding our Preferred Installer network to include local technicians in major markets to help meet these needs.

The Medeco Service Center (MSC) Program

The MSC program (www.assaabloydss.com/en/support/installation-and-service-partners/medeco-service-centers) at its core is a business building, marketing, and networking organization of 220 locksmiths across the U.S. and Canada. It's an elite group of security professionals who are committed to providing superior service, installation, and support of ASSA ABLOY Door Opening Solutions.

The program grew out of Medeco's high security locks, cylinders, and key systems operation and started years ago with a business building curriculum called 2X, which was originally designed to teach people business fundamentals to double their business and profits.

"We recently updated and reintroduced the 2X program at a special event that, again, purely focused on security business – steps that members can incorporate to grow their operations, train people, find new opportunities, be more profitable, and become better leaders in this important field," notes

Hightman. "Next October, we'll hold our full conference in Orlando where we expect up to 300 members to attend who are always eager to keep learning and expand their operations."

He adds that the MSC program also includes quarterly meetings with his team to discuss product updates, the latest trends and technologies, and important topics and tips. In addition, they've established peer groups where small gatherings of MSC members meet monthly to talk about topics amongst themselves.

Locksmiths and security professionals interested in learning more about the program and how to join can reach out to Tom.Hightman@assaabloy.com for details.

Opportunity

Locksmithing is one of the oldest professions in the world. And it isn't going away. The need to protect people's safety and secure property and assets remains vital. So does the role of the locksmith security professional, just like it has for centuries. With new technological advancements, expanding applications, and continuously better training and support for the trade, opportunities abound. ■■

Heidi Pascale, CMM is Senior Director, Experiential Marketing & Training, ASSA ABLOY Openings Solutions



PHOTOS: ASSA ABLOY

» San Jose is the largest populated city in northern California, with approximately 400 miles of streets to maintain and about 1,000 intersections to monitor.

Critical Infrastructure Job: Traffic Control

The City of San Jose upgrades security with advanced Critical Infrastructure lock solution

Earlier this year, the Department of Transportation for the City of San Jose began a year-long installation program to replace and upgrade the security measures of their traffic signal and Intelligent Transportation System (ITS) cabinets. Seeking a leading-edge security solution, they determined after a thorough review that ASSA ABLOY Global Solutions – Critical Infrastructure had an access management system that exceeded their expectations.

“After contacting several possible vendor partners, we focused on a locking device that not only would be very difficult to access but something that was unique,” said Darren Thai, an associate engineer with the City of San Jose’s Department of Transportation for the last seven years. He is a member of the ITS group, which is responsible for connecting the city with the latest network communication traffic technology including surveillance cameras and video detection.

“ASSA ABLOY Global Solutions – Critical Infrastructure (AAGS-CI) offered more than we asked for in terms of flexibility, plus the whole validity process and permission sets in the management software. We are definitely happy and impressed with how things have progressed.”

Following a half-day training session with AAGS-CI’s system integration partner, Western Pacific Signal, installation of the 75481 series traffic enclosure lock has begun on 2,000 cabinets as part of the department’s implementation plan.

New technology begins in Silicon Valley

Known as the capital of Silicon Valley, San Jose is a progressive city and the largest in northern California. For three years in the mid 1800s, it functioned as the state’s capital. Now it is home to over 6,000 technology companies, and more



» AAGS-CI Cabinet at intersection

cutting-edge developments originate there than anywhere else in the world.

Located on the southern edge of San Francisco Bay, San Jose has quickly grown to become the 12th largest city in the United States with almost one million residents. It is also the fourth largest city in California with a land size of 180 square miles, including approximately 400 miles of city streets.

San Jose is regarded as one of the safest cities in North America, due in part to the efforts by the Department of Transportation. The organization employs more than 450 people to plan, develop, operate and maintain transportation facilities, services and related systems, including the city's traffic infrastructure.

The installation program with AAGS-CI has roots dating back to the fall of 2021, but Thai said the process originated two years earlier through a program with the U.S. Department of Transportation.

"As part of their initiative, we participated in a 2019 network penetration test to assess the nation's and state of California's transportation system against cybersecurity threats. As a result, we

improved the firewalls and field network infrastructure," acknowledged Thai.

"The one thing that really stuck out in the report," he continued, "was the physical security of our signal and ITS cabinets. We now have more control over who has access to the cabinets with the AAGS-CI solution."

Since ITS cabinets are located on roadsides and highways, they are readily accessible and damage to them usually results in heavy financial and recovery losses. Thai said when the department began researching possible vendors, they learned of AAGS-CI by reading an article in the ITE Journal, the monthly publication of the Institute of Transportation Engineers.

"We reached out to AAGS-CI and began a six-month test program with a few units. We initially deployed it in a closed environment before installing it in the field," he said. "We learned about the software and added permissions so only specific users could access it during

certain timeframes. It's important to validate keys in case a worker lost them since our cabinets are regularly accessed by contractors."

Hybrid lock technology delivers cost savings

Thai mentioned another important feature to the AAGS-CI solution is having both mechanical and electromechanical lock cylinders deployed at different access points throughout the city. This is a cost savings benefit for traffic cabinet security upgrades because typically, fewer than half of ITS cabinets are situated at high-priority sites that require more expensive digital locks. The affordable high security mechanical locks fulfill security requirements for most other access points, offering significant savings over an all-digital locking system.

The electromechanical option of the 75481 series supports electronic access control, key tracking, and audit trails with ABLOY's CLIQ Web Manager software. Access rights can be updated and lost keys can be deleted electronically. Both locks also come with a built-in dust cover that protects the cylinder



» The IT group for the city of San Jose's Department of Transportation is busy with a year-long replacement project for protecting its intelligent traffic cabinets.



» The new ABLOY hybrid traffic enclosure lock offers a better solution to safeguard valuable ITS cabinets.



» ASSA Cliq electromechanical keys are compatible



» ASSA ABLOY Critical Infrastructure lock secures traffic signals in San Jose, California



» Another view, installation in progress

from grime and moisture, a key feature given the city's high traffic volume and weather conditions.

"We determined the most important thing was to secure our traffic signal cabinets because the expensive technology inside those enclosures requires regular servicing," said Thai. "We use the ABLOY mechanical locks because they are very secure. CLIQ is pretty straightforward since it is web-based software. We can get pretty creative with setting the permissions and validity periods, and we are eager to see how it turns out."

The team at Western Pacific Signal assisted with training and software set-up before placement of the locks began throughout the city. Don Shupp founded the San Leandro-based company 25 years ago, and he and his brother, Danny, distribute a wide variety of products as a systems integrator in the Advanced Transport Systems arena to customers along the entire Pacific coast. They have supplied network field devices to the City of San Jose since 2002.

"They are a well-educated and sophisticated customer when it comes to cybersecurity, and they have invested in a lot of expensive, leading-edge accessories and peripherals that are inside the traffic signal cabinet. San Jose is probably one of the more cutting edge municipalities in the western United States," said Don Shupp.

"The average customer may invest between \$20,000-\$25,000 worth of equipment, but some of San Jose's cabinets have twice that value. They recognized the increased risks and the potential losses of a cabinet break-in. They also understand the attributes of having more control over contractors working on those cabinets, and not needing the added expense of having a crew remove their padlocks in advance of the contractors doing their work. So they are open-minded and willing to explore new technology."

Early reports on the installation of the AAGS-CI system are impressive. Thai said by the time it is completed, the

replacement project will involve about 1,000 intersections.

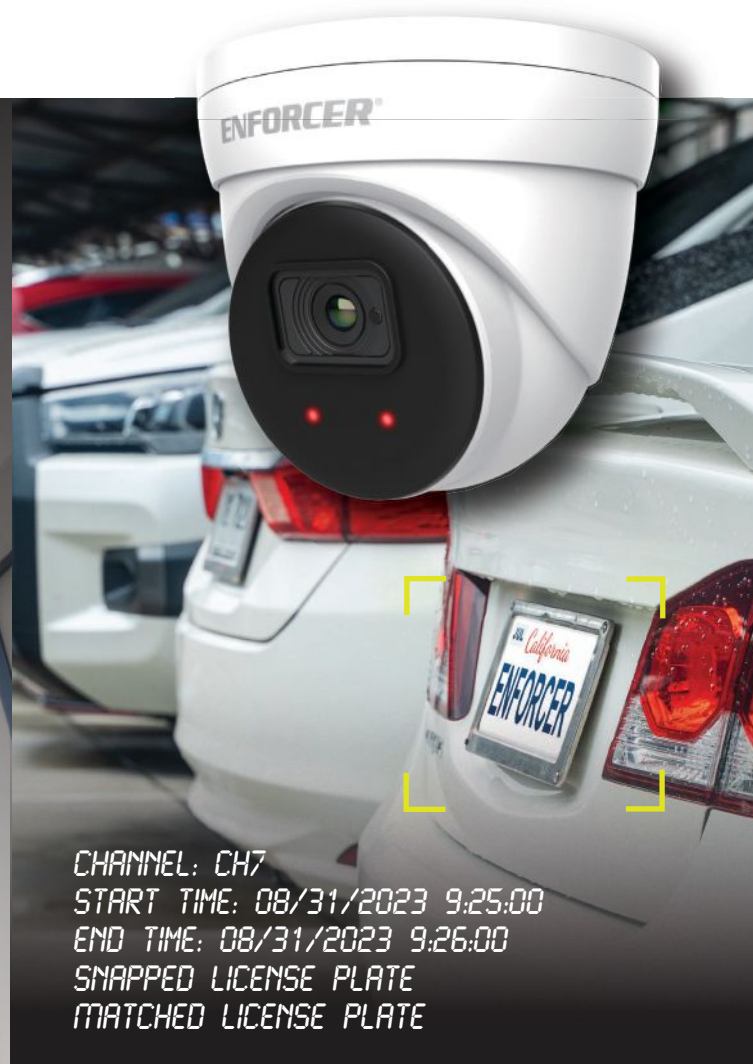
"The installations are easy to do. It is a drop-in replacement for what we currently use, which was partly a selling point for this solution. We did not have to modify the cabinets in any way, and it takes about 10 minutes to remove the old lock and install the new one, which makes it very convenient.

"We have since realized there are actually more users than we originally thought," continued Thai. "Having the audit trail capability helps so we know exactly which cabinets users are accessing at a specific time, so if something unexpected happens we can trace it back.

"We are always eager to see what's new on the market," summed up Thai. "Our group is dedicated to knowing about these new solutions and figuring out if it is suitable to our needs. It's also very exciting to share knowledge with other cities on great alternatives to what you currently have, and these new technologies that work." ■■

Intelligent CCTV

Analytics Do the Work



The ENFORCER NVRs feature many built-in AI functions for various security applications

- Human and Vehicle Detection
- Perimeter Intrusion Detection
- Line Crossing Detection
- Stationary Object Detection
- Cross Counting
- Heat Map
- Crowd Density Detection
- Queue Length Detection
- Face Detection
- Facial Recognition
- License Plate Detection
- License Plate Recognition

Other kits available. Contact SECO-LARM for details.

SECO-LARM® U.S.A., Inc.

16842 Millikan Avenue, Irvine, CA 92606

Tel: (800) 662-0800 **Email:** sales@seco-larm.com

Fax: (949) 261-7326 **Website:** www.seco-larm.com

Request Information: www.locksmithledger.com/10174070



DRN-K108-06

NVR and Camera Kit — 4K 8-Channel NVR
+ 6 IP 5MP Cameras + 2TB HDD

HDMI
HIGH-DEFINITION MULTIMEDIA INTERFACE

ONVIF | **GST**

NDAA
COMPLIANT

ONVIF® is a trademark of ONVIF, Inc.

CE **RoHS**

Copyright © 2023 SECO-LARM U.S.A., Inc. All rights reserved.

All trademarks are the property of SECO-LARM U.S.A., Inc. or their respective owners. The SECO-LARM policy is one of continual development. For that reason, SECO-LARM reserves the right to change prices and specifications without notice. SECO-LARM is not responsible for misprints.

SECO-LARM® ENFORCER® CRIMEBUSTER® CBA® SLI®



» Lee Odess, CEO of the Access Control Brief, addresses attendees at the inaugural Access Control Summit in Washington D.C.

Inaugural Access Control Summit Brings Industry Together in Nation's Capital

The event brought together 166 professionals from more than 15 countries from the global access control and smart lock industry.

WASHINGTON—By all accounts, The Access Control Summit 2023 (ACS23), held here Sept. 27-28, was a “resounding success,” organizers said. Produced by the Access Control Executive Brief, the event brought together 166 professionals from more than 15 countries from the global access control and smart lock industry, providing a platform for networking, knowledge sharing, and collaboration.

The summit was held at the AIADC, a venue with special significance to the event’s organizers, noted Lee Odess, CEO of the Access Control Executive Brief, who explained that the desire to host an event at the AIADC had been “a long-standing

goal, and it finally came to fruition.” The event not only fulfilled this aspiration, he said, but also served to “unite the industry” and create a space for better storytelling and communication.

“I am absolutely thrilled with the success of ACS23,” said Odess. “What began as a mere idea has transformed into a global movement. Today, the global access control and smart lock industry community united in one place. Attendees connected, collaborated, and offered valuable insights on the profound impact of digital transformation on our industry. It is truly invigorating to witness our readiness to seize the \$70B global market opportunity.”

Networking played a crucial role throughout ACS23, starting with a well-attended reception on Wednesday night and continuing throughout the summit. Attendees had the opportunity to engage in discussions and establish valuable connections. The networking opportunities were unparalleled, with one attendee even stating that they had accomplished “a year’s worth of meetings” in just one day.

The content presented at ACS23 exceeded expectations, with thought-provoking topics discussed in various panels and fireside chats, as the organizers aimed to create an omnichannel experience, combining strong in-room networking with accessible online content. This two-in-one approach proved successful, providing attendees with valuable insights and information.

“Far too often, ‘Industry Events’ are diluted due to venue or sponsorship. Trade shows are massive and getting a unique opinion or viewpoint is nearly impossible. ACS was none of that,” said Phil Coppola, business development director for mobile solutions at HID. “In fact, this was the most impactful, educational and thought-provoking ‘Industry Event’ that I have ever been a part of in my 22 years in the security industry.”

Several themes and trends emerged from the discussions at ACS23. A notable focus was placed on identity and the consumer experience. Shifting from a door-centric approach to a consumer-centric perspective was emphasized, recognizing the importance of understanding and meeting consumer needs. Accessibility also received significant attention, with a dedicated panel highlighting its importance within the industry.

Value creation beyond traditional security measures was another prevalent theme. Companies were encouraged to enhance workflows and automate processes, recognizing the need to go beyond simply keeping bad actors out. The concept of a “wallet” was introduced as a starting point for a larger transformation within the industry.

Integrated marketing approaches were emphasized as a necessity to effectively reach and engage consumers. Beyond product marketing, companies were urged to prioritize comprehensive marketing strategies that encompass a holistic view of the consumer experience.

Data and interoperability were discussed extensively, highlighting the importance of refined data and its accessibility to third-party systems. “The industry recognizes the need for technical

In addition to the summit, several new initiatives were announced. www.ACAAlerts.co, a curated news source, will provide industry-specific news to interested readers. AC Enablements will serve as a crowd-sourced service provider, offering assistance in various areas such as marketing, firmware design, and dealer programs. The AC50 Index will aggregate industry sentiment and provide valuable data for benchmarking and analysis. Finally, the #accesscontrol



» Lee Odess (on right) speaks with Steve Van Till, president and founder of Brivo, during his Fireside Chat.

standards that support business needs and enable seamless integrations between hardware and software,” noted Odess.

The success of ACS23 has paved the way for future events. The organizers confirmed plans to continue the ACS series, with three more summits scheduled. The primary event will be the ACS U.S. edition, focusing on a North American and global view and will be held on October 9th and 10th, 2024 in Washington DC. The European edition will specifically target the European access control and smart lock markets and will be held in May of 2024. The possibility of an ACS event in the APAC region is also being considered.

summit will gather security industry influencers for training and networking opportunities.

“ACS23 was a testament to the positive changes happening within the industry,” said Odess. “While there is still work to be done, the collective enthusiasm and dedication of the attendees indicated a bright future. The event successfully brought together professionals from different generations, fostering diversity and collaboration.” ■■

For more, please reach out directly to Lee Odess at lee@leeodess.com or check out the Access Control Executive Brief website at www.leeodess.com.



» Motorcycles set up and ready for an American Key Supply motorcycle servicing class.
PHOTO: AMERICAN KEY SUPPLY

Auto Training Opportunities

Automotive locksmithing has entered a new, high-tech era. No longer are locksmiths making a living by purchasing a few basic tools, unlocking cars and duplicating keys. In today's world of sophisticated electronics and pricey equipment, locksmiths need specialized training. Here are some options in the coming months. Please note that pre-registration (and often pre-payment) are required.

Check with your local distributor and the manufacturers of your equipment for additional opportunities. Most 2024 events have not been finalized at this time. We will add them when dates are announced.

American Key Supply Locksmith Academy

It's not too early to start thinking about training opportunities in 2024, and American Key Supply's Locksmith Academy has set dates for some of its popular classes at its Las Vegas headquarters.

March 22-23, 2024: Advanced IM608, G2Turbo and VVDI Key Tool Training.

Learn advanced concepts and hands-on training using tools such as the AutoProPAD G2 and G2

Turbo by XTool, IM608 Pro by Autel, Code Cannibal by OBD Star, AVDI by Abrites, and VVDI Key Tool by Xhorse.

Some of the subjects being covered include:

- Who uses what tools for what
- In-depth coverage of the various functions of the tools
- Programming of important and problematic vehicles
- Hands-on programming of on-site vehicles
- Importance of use of the VVDI Key Tool Max or Mini
- Importance of pre & post-scans
- EEPROM adapters
- Thorough Q&A with the instructors

Instructors will be Brandon Tucker, Eric Lambert and Eric Demers. Cost is \$385 and enrollment is limited to 20-30 students.

More info: americankeysupply.com/education

UHS Hardware On-Demand Courses

The following recorded, on-demand training sessions can be purchased from UHS Hardware. For more information, visit <https://www.uhs-hardware.com/collections/online-education>

AUTEL MAXIM

KEY PROGRAMMING + ALL SYSTEM DIAGNOSTICS + MAINTENANCE SERVICES

MORE POWERFUL THAN EVER



64GB
MEMORY | 7-INCH
TABLET | XP200
INCLUDED

IM508S & IM608PROIIKPA

128GB
MEMORY | XP400PRO
INCLUDED | JVCi & IMKPA KIT
INCLUDED

UPGRADED OPERATING SYSTEM ANDROID 11

EXPERT MODE FOR ADVANCED KEY LEARNING

SMART MODE FOR GUIDED AND AUTOMATED KEY LEARNING

READ PIN/CS (ALL KEYS LOST) KEY GENERATION, KEY LEARNING,
REMOTE LEARNING, PROGRAM AUTEL IKEYS



KM100 | 60-SECOND KEY GENERATION
GUIDED PROCEDURES



IKEYS | 2-7 BUTTON MODEL CONFIGURATIONS
3,000 WORLDWIDE VEHICLE KEY REPLACEMENT

Autel key programming and IMMO products are designed for professional locksmiths and NASTF-registered Vehicle Security Professionals.
Please ensure you meet local licensing requirements before purchasing.



AUTEL ACADEMY TECHNICAL TRAINING

Visit autel.com/us/academy and register today for hands on
automotive diagnostic, repair, service, and ADAS instruction.

AUTEL

AUTEL.COM | FOLLOW US @AUTELTOOLS

Request Information: www.locksmithledger.com/21091903

Auto 101 — Complete Automotive Locksmith Course

This class is designed to give a detailed overview of the Automotive Locksmithing process from start to finish using a variety of key cutting and programming tools like the Xhorse Dolphin XP-005, Xhorse Key Tool Max and KeyTool Plus, Autel IM508, KEYDIY KD-X2, and more.

Automatic Edge-Cut and High-Security Lishi

This self-paced course is made up of a series of lessons designed to familiarize participants with the anatomy and use of edge-cut and high-security Lishi tools.

The course can be completed in 3-4 days but you will have unlimited access to the materials.



» 2023 Toyota Mirai Limited. UHS Hardware's on-demand videos cover servicing late-model Toyotas.

Toyota System 2019+ Key Programming With Autel, Onsdor & Key Tool Plus Course

This class is designed to give a detailed overview of the 2019+ New Toyota System Key Programming on a variety of

different models using a few different programming machines. You will be covering adding a key using a dealer code, another key or an emulator in all keys lost situations.

BMW Key Programming Using Xhorse Key Tool Plus

This class is designed to give a detailed overview of the BMW Key Programming on a wide variety of different models using VVDI Key Tool PLUS Tablet - All In One Key Tool. You will be covering a few different systems like EWS, CAS, ISN and FEM/BDC. Depending on the model and year BMW you are working on you will run one of these systems. Learning how read them, unlock them and add keys to them whether through soldering or the use of adapters will allow you work on a multitude of models starting from the first EWS System in 1993 to modern CAS 4/4+ today.

Automotive EEPROM And Advanced Key Programming

This EEPROM course teaches locksmiths key programming and immobilizer bypass for modern vehicles. Through video lectures and demonstrations, students learn to use a wide range of tools and software like the VVDI Key Tool PLUS Tablet, Xhorse VVDI PROG, TANGO, and VVDI Mini PROG to read immobilizer data from vehicle ECUs and program transponder keys. ■■



INTRODUCING THE NEW DOMINION SERIES GUN SAFES

DOM-16

AVAILABLE IN 11, 16 & 22
GUN CAPACITIES

HOLLONSAFE.COM
(888) 455-2337

Request Information: www.locksmithledger.com/10210224

LOCKSMITH LEDGER *International*

NEWSLETTERS

*All the latest industry
information in your inbox!*



Stay up-to-date on industry news and events, new product launches and more. Select from our list of targeted once monthly email offerings to stay informed on the topics that matter to you and your business.



PRODUCT WATCH

Product showcase for the Security Professional.



IN THIS ISSUE

Newsletter previewing the upcoming issue.



EVENT WATCH

Events/training newsletter for the Security Professional.



NOTES FROM THE EDITOR

Newsletter from Locksmith Ledger Editorial.

SIGN UP TODAY!

www.locksmithledger.com/subscribe



Newport Aquarium Uses Paxton Net2

GREENVILLE, S.C. — Newport Aquarium, located in Newport, Ky., is home to thousands of the world's most exotic aquatic creatures, including playful penguins, rare white alligators, and smiling sharks and stingrays. To keep the animals, visitors, and staff safe, Newport Aquarium replaced their old security system with an easy-to-use and high-security access control solution.



» Newport Aquarium

Sec-Tron, an experienced access control integrator, recommended Paxton's flagship access control system Net2 to provide a simple and scalable security solution. Net2 is an advanced PC-based access control system that offers centralized administration. It is also designed to easily integrate with other access control systems.

Tom Riegler, sales and project manager at Sec-Tron, said: "The whole aquarium is surrounded by pipes and tanks, some full of chemicals. They really needed access control at each area containing dangerous infrastructure to make sure only experienced employees could gain access and to prohibit visitors from accessing those sensitive areas."

The IT team at Newport Aquarium also wanted a system that utilized access cards, allowing them to customize employee ID cards as access cards.

David Fortunato, senior regional IT manager at the Newport Aquarium, said: "Most of our doors used locks and keys, and some had swipe card readers. At the aquarium we have a lot of doors and a lot of employees who need to carry equipment up and down stairs, so looking for keys in front of a door is not ideal. We really wanted to have one system on our exterior and critical safety doors, and also make access convenient for our employees."

When sourcing a security system, the Newport Aquarium needed durable hardware due to its environment.

Fortunato explains: "Even though the products are installed and secured in cases and locked rooms, being an aquarium, we have heavy amounts of moisture and salt in the air. It can chew up the products."

Another factor that needed consideration when designing the installation was the possibility of integrating the aquarium's existing wired infrastructure and security products with the new system.

Riegler said: "We did a Net2 product demonstration to Newport Aquarium's IT team. We told them we could use all the existing cabling, readers, door handles and panels. We said we could retrofit the existing hardware with the Net2 door controllers and make it a clean installation."

Riegler and his team at Sec-Tron installed Net2 at the aquarium. "The expandability of the new system was the customer's main concern. They also liked Net2's pricing structure," he said.

The Net2 software can manage up to 1,000 doors and 50,000 users and requires no license fees, making it a cost-effective and scalable security solution.

The Newport Aquarium now uses employee ID cards as Net2's access tokens. The employees scan their IDs at the staff entrance and go through physical screening to enter the aquarium. Once they are in the park, they need to present badges at each door to be given access for a certain number of hours, based on their role and duties.

Fortunato said: "With our old lock-and-key doors, it was hard to keep track of keys. It is one of the biggest benefits that Net2 has brought, that we could replace all those keys with badges and just keep a few keys for emergency. It provides better tracking, higher security, and greater convenience for our employees."

He further explains how they maximize the features of Net2: "We use the timeline feature to tailor access hours and levels of each door. When it's after the aquarium's opening time, we lock the doors to prevent unauthorized access. Another feature we use a lot is the intruder alarm relay. If someone accidentally goes through our emergency exit, it will sound the horn through the relay and alert our staff to go check and make sure no one has gone to an area that they are not supposed to."

Fortunato manages the security systems for three theme parks under Herschend Family Entertainment Corp. The other two are Kentucky Kingdom & Hurricane Bay and Adventure Aquarium. The Newport Aquarium is their first Net2 installation, and they have plans to expand Net2 to their other sites.

To learn more, visit www.paxton-access.com.

Genetec: Cybersecurity Concerns Rise among Physical Security Pros

» MONTRÉAL — As October brings cybersecurity awareness month into the spotlight, new research conducted by Genetec Inc. reveals that cybersecurity remains a key concern for physical security experts. Based on insights from over 5,500 physical security leaders, the research shows that while organizations are putting in place new processes to protect themselves, the level of concern about potential cyber threats continues to increase.

Close to a third (31%) of end-user respondents indicated that their organization was targeted by cyber threat actors in 2023. Some sectors were far more affected than others. 73% of respondents in the intelligence and national security sector and 46% in the banking and finance sector said were the victims of cyber-attacks compared 21% in the retail sector.



» Genetec cybersecurity study

Cybersecurity vulnerabilities were identified by 36% of end-user respondents as a top challenge facing their organizations in 2023. In the healthcare sector, cybersecurity vulnerabilities were identified by a higher percentage of respondents than any other challenge (43%). This is perhaps not surprising considering the high-profile cyber-attacks on healthcare providers in recent years.

Organizations are being more proactive than ever with 42% of end-user respondents indicating that their organizations are deploying cybersecurity-related tools in their physical security environments. This is a significant increase compared to last year when only 27% said they had put in place processes to protect themselves.

“It is reassuring to see growing awareness of the cybersecurity of physical security systems,” says Mathieu Chevalier, Principal Security Architect at Genetec Inc. “As more organizations look to implement enhanced cybersecurity measures, they need to look for manufacturers who are committed to cybersecurity and building tools that help them streamline the maintenance and updates of their systems.”

A full State of Physical Security report will be issued in November 2023. For more information on cybersecurity best practices, visit the Genetec Trust Center.



» Monet exhibit

i-PRO Cameras with AI Analytics Protect Monet Masterpieces

» TOKYO, JAPAN — The Grimaldi Forum Monaco (GFM) has chosen i-PRO multi-sensor and Fisheye security cameras with advanced AI-based analytics to enhance visitor safety, protect priceless artworks, and ensure a seamless and secure experience during high-profile events.



AMERICAN MADE

Quality in Products,

Service and People

is always our **top priority!!**



43 Sword Street

Auburn, MA 01501

PH: 800-577-5397 FAX: 508-753-2183

www.iccore.com

Request Information: www.locksmithledger.com/10172890

People in the News

In the summer of 2023, the Grimaldi Forum showcased the prestigious “Monet in Full Light” exhibition, welcoming 120 000 visitors in two months and featuring nearly 100 of Claude Monet’s masterpieces, including rare and previously unseen works.

When faced with the challenge of enhancing security infrastructure while supporting organizational processes, Philippe Martin, director of Safety, Fire, and Risk Prevention at the Grimaldi Forum Monaco, turned to Monaco-based system integrator MES I2S Security to install more than 100 i-PRO cameras, including fisheye and multi-sensors with advanced AI-based analytics.

“When the Forum re-opened its doors to the public after a shutdown period due to Covid, we were looking for a solution that would help us manage the number and flow of visitors while ensuring the security of the premises. At the time, we were also planning for the much-anticipated



» Monitoring more than 100 security cameras at the Monet exhibit

Monet exhibition, so we wanted to find the best possible technology to protect these unique masterpieces without interfering with the visitor experience or compromising with the venue’s aesthetic values,” said Martin.



» i-Pro cameras with advanced AI capabilities

Order at
z-tool.com

2023 Manual
ONLY
\$68.95!

For forty years, Slide Lock Tool Company has adhered to one motto: “KEEP IT SIMPLE.” Our 16 piece Grand Master Z-Tool System, when used with Manual (updated annually), will allow you to open 100% of all possible car openings.

Order today at www.z-tool.com
or call 1-800-336-8812

SCAN TO
ORDER NOW!

i-PRO’s multi-sensor cameras allow the Grimaldi Forum security teams to monitor the activity across a large room while also enabling them to focus with great precision on a precise area of interest, any time of day or night. Grimaldi Forum was able to considerably reduce the number of cameras required, thereby saving money.

“If it wasn’t for the wide range of coverage offered by i-PRO’s multi-sensor cameras, we would have had to add another 77 cameras,” said Martin. “Not only do they offer wider coverage capabilities with a larger tilt range than other multi-sensor cameras on the market, but they are small and discreet so they can blend into the design of our beautiful facility.”

Grimaldi Forum implemented i-PRO’s Scene Change Detection, an AI-based analytic application that alerts security teams to anomalies within the camera’s field of view. This technology safeguards artworks by identifying unusual behavior or unauthorized proximity to valuable pieces.

Using the i-PRO Active Guard plug-in, the Grimaldi Forum security team can quickly conduct real-time searches during an incident or deep forensic analysis post-event. They no longer have to spend time looking at multiple screens for persons of

Request Information: www.locksmithledger.com/10173444

interest or watch hours of recorded video to search for important events. Operators can identify specific attributes in their watch lists (for instance “male wearing a red shirt and blue pants”), and the plug-in will send them a real-time alarm whenever a match is identified, a feature that is unique to i-PRO.

i-PRO fisheye cameras were strategically positioned at entrances and major axes to monitor large areas.

Camden Enters Latin American Market

» MISSISSAUGA, ONTARIO — Camden Door Controls has announced its entry into the Latin American (LATAM) market. The new regional sales manager, William Mejia, will oversee sales of Camden products to the entire LATAM region, including Mexico, Central and South America, and the Caribbean. He will also be providing first-level customer support in both Spanish and English.

“We have had great success in North America,” said Dave Malen, CEO of the company. “Our vision now is to bring our innovative product lines to Latin America. William Mejia, with his experience and credentials, is the best person for the job. He adds a strong focus on building partnerships, in addition to having a passion and commitment to serving our customers and the region.”

Mejia brings to Camden a wealth of experience, including marketing, commercial management, sales, and advisory consulting for international companies.

Well known during his 28+ years in the industry, Mejia has developed markets in Latin America for many of the leading access control and CCTV manufacturers.

“I am thrilled to be joining such an esteemed company that prides itself on exceptional training and services,” added Mejia. Mejia may be emailed at william@camdencontrols.com.

For more information, visit www.camdencontrols.com.

SIA Presents Lippert Award to Dan Mocerì

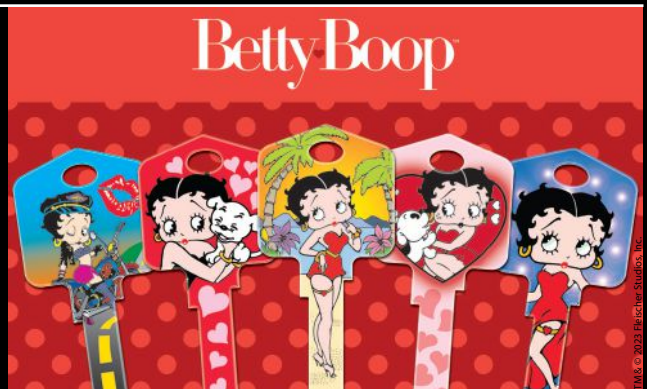
» SILVER SPRING, Md. – The Security Industry Association (SIA) has named Dan Mocerì as the 2023 recipient of the George R. Lippert Memorial Award, an honor presented annually to a distinguished individual for long-term, selfless service to the security industry and to SIA.

Mocerì – a longtime SIA member and former SIA Board of Directors and Executive Committee member – is the co-founder and executive chairman of Convergent, a global systems integrator with a workforce of nearly 10,000 colleagues.

“I am honored to accept the George Lippert Memorial Award. This recognition would not be possible without the outstanding efforts of all Convergent colleagues,” said Mocerì. ■

Howard Keys™

www.howardkeys.com



Request Information: www.locksmithledger.com/10173913

Altronix NetWay3024P Compact PoE Adapter

Altronix, a company that produces power and data transmission products for the professional security industry, has introduced its NetWay3024P compact PoE adapter. The NetWay3024P utilizes a PoE+ input, to provide simultaneous 24VDC and PoE/PoE+ over a single structured cable to a wide range of devices including PoE cameras, external microphones, sensors, control boards, switching equipment, and more.

“Security professionals and systems integrators are frequently asked to do more with less space, less time, and less resources,” said Ronnie Pennington, director of sales for the Americas, Altronix. “The NetWay3024P offers a compact, highly cost-efficient solution, delivering PoE+ and DC power to a wide range of security devices.”

With a focus on robust performance, scalability, the NetWay3024P offers more versatility for transmitting data and power to devices.

Key features and benefits of the NetWay3024P include:

- **Flexible Power Capability:** The NetWay3024P is engineered to deliver ample power to a variety of devices, supporting PoE+ compatible devices up to 30W, and converting PoE+ to 24VDC for myriad security applications.
- **Seamless Data and Power Transmission:** The NetWay3024P ensures reliable data and power transmission, passing PoE+ from any midspan, simplifying installation.
- The NetWay3024P is TAA and NDAA-compliant and backed by a lifetime warranty.

More info: www.altronix.com/products/NetWay3024P

» Request information: www.locksmithledger.com/53075837



Autel IKEY Styles for Buick, VW

The Autel collection of affordable, programmable, OE-quality smart keys has expanded to include new Buick and VW styles.



Autel IKEYs come in a variety of styles and button configurations, making them compatible with more than 700 vehicle models. The

IKEY is an OE-quality, 315M/433M frequency programmable smart key that supports two- to seven-button configurations and features a premium battery. Program a key for your customer with an Autel MaxiIM KM100, IM508, IM508S, IM608PRO, or IM608PROII tablet.

More info: www.autel.com

» Request information: www.locksmithledger.com/53076624



Seco-Larm Video Management System

With Seco-Larm's SL Video Management System, you can access real-time data from all your connected devices and view live camera feeds, alarm trigger notifications, custom area reports, and activity statistics—all in one place. With a database of activity recordings, use the AI-enhanced search tool to find captures by human or vehicle similarity, license plate recognition, or facial recognition and flag recurring visitors throughout your feeds. For a complete overview of your system, floor plan mapping allows you to visually locate devices in your establishment and easily monitor all feeds and notifications from one main hub. Download SL VMS today and upgrade your security to the next level.

More info: www.seco-larm.com

» Request information: www.locksmithledger.com/53076629

Medeco Hockey Puck Padlock

Medeco's Hockey Puck style padlocks come with hardened, stainless steel bodies, and a shackle-less design for the highest level of protection against bolt cutter attacks. They are completely serviceable and can be re-keyed in case of lost or stolen keys.

Hockey Puck Padlocks accept industry-standard Large Format Interchangeable Core (LFIC) and key-in-knob/lever cylinders. Hockey Puck Padlocks with X4 and M4 cylinders also offer patent-protected key control.



Technical Features:

- 304 stainless steel body.
- LFIC and key-in-knob/lever cylinders.
- Requires a key to relock.
- Flat-back design.
- Pre-machined holes in the back allow for flexible mounting options.

More info: www.medeco.com

» Request information: www.locksmithledger.com/53076619

THE TECHNICAL RESOURCE FOR THE PHYSICAL & ELECTRONIC SECURITY SPECIALIST

LOCKSMITH LEDGER

International



When you subscribe to Locksmith Ledger, you join an exclusive community of professionals who rely on the magazine's coverage to address the changing environment of the industry. Every month you receive unsurpassed coverage of the security industry.

Get all 12 monthly issues of Locksmith Ledger, along with our annual Security Register, delivered right to your door or inbox.

SUBSCRIBE TODAY!

www.locksmithledger.com/subscribe



Calendar

» DECEMBER

Dec. 12-13: Two-Day Paxton Training at IML Security Supply Phoenix. More info: imlss.com/Events

» FEBRUARY 2024

Feb. 21-23: IML 2024 Los Angeles Expo at University City Hilton. More info: www.imlss.com

» MARCH 2024

March 12-14: National Facilities Management (NFMT) Convention 2024, Baltimore. More info: www.nfmt.com

» APRIL 2024

April 3-5: IML 2024 Seattle Expo at Hyatt Regency Lake Washington. More info: www.imlss.com

April 9-12: ISC West 2024, Las Vegas. More info: www.discoverisc.com

April 24-27: Safetech 2024, Tulsa, Oklahoma. More info: www.savta.org

April 29-May 3: SHDA Industry Summit, Nashville. More info: www.shda.org

» JUNE 2024

June 3-6: ESX Expo, Louisville, Kentucky. More info: www.esxweb.com

June 18-20: IML 2024 Denver Expo at the Denver Marriott Tech Center and Empower Field at Mile High Stadium. More info: www.imlss.com

» JULY 2024

July 22-28: ALOA 2024, South Point Hotel & Casino, Las Vegas. More info: www.aloa.org

» AUGUST 2024

Aug. 7-9: IML 2024 Texas Expo at Hyatt Regency Hill Country Resort, San Antonio. More info: www.imlss.com

» SEPTEMBER 2024

Sept. 4-6: CEDIA Expo, Denver. More info: cediaexpo.com

Sept. 23-25: GSX 2024, Orange County Convention Center, Orlando. More info: www.gsx.org

» NOVEMBER 2024

Nov. 6-8: IML 2024 Nevada Expo at the Orleans Hotel & Casino, Las Vegas. More info: www.imlss.com

» ONGOING

Allegion Training: us.allegion.com/en/home/training.html

Alarm Lock and Marks USA Training: www.alarmlock.com/seminars

American Key Supply Locksmith University: www.americankeysupply.com/pages/las-vegas-locksmith-university-lvlu

ASSA ABLOY Academy: www.assaabloyacademy.com/en/americas

Detex webinars: www.detex.com/upcomingtraining

dormakaba training: www.dormakaba.com/us-en/support/training

Mul-T-Lock Academy: www.mul-t-lock.com/us/en/mtl-academy

Paxton Access: www.paxton-access.com/us/training/

SALTO Systems: saltosystems.com/en-us/news/salto-certified-training-program-2022

To submit your events, email epike@endeavorb2b.com.

Advertiser's Index

Company Name	Page	Website
Altronix Corporation	3	www.locksmithledger.com/10171962
American Key Supply	35	www.locksmithledger.com/12369841
Autel US Inc.	47	www.locksmithledger.com/21091903
Camden Door Controls	19	www.locksmithledger.com/10172172
Framon Mfg. Co. Inc.	37	www.locksmithledger.com/10172537
HES	25	www.locksmithledger.com/10172649
Hollon Safe	48	www.locksmithledger.com/10210224
Howard Keys	53	www.locksmithledger.com/10173913
HPC, a Hudson Lock Co.	27	www.locksmithledger.com/10172692
Kaba Ilco Corp.	59	www.locksmithledger.com/10172820
KSP	51	www.locksmithledger.com/10172890
NAPCO Security Technologies	11	www.locksmithledger.com/10173054
Record (formerly Entrematic)	29	www.locksmithledger.com/12336966
Salto Systems	9	www.locksmithledger.com/10174710
Seclock	1, 2, 60	www.locksmithledger.com/10174116
Seco-Larm	43	www.locksmithledger.com/10174070
Securitron	7	www.locksmithledger.com/10173368
Slide Lock Tool Co.	52	www.locksmithledger.com/10173444
STRATTEC Security Corp.	5	www.locksmithledger.com/10173503
Top Notch Distributors	Cover Tip, 17	www.locksmithledger.com/10174183
Xhorse USA Inc.	15	www.locksmithledger.com/12385546

This directory is provided as a service. The Publisher assumes no liability for errors and/or omissions.

HOT SPOTS

SAFES... IN-STOCK

AMSEC **Gardall**
FireKing **HAYMAN**
VICTOR

FREE Freight Program
 (30 States)

TURN 10
 WHOLESALE SERVICE

We are Ready to Help You!
800-848-9790

Request Information: www.locksmithledger.com/10174191

DISTRIBUTOR INDEX

Commonwealth Lock Company
 Wholesale Locksmith Supplies
 Distributor for All Major Lock Companies

1853 Massachusetts Avenue Local: (617) 876-3301
 Cambridge, MA 02140 Toll Free: (800) 442-7009
 E-mail: sales@commonwealthlock.com Fax: (617) 661-3168

To Advertise in the Classifieds or Marketplace Section, please contact:

Amy Stauffer • 920-259-4311
astauffer@endeavorb2b.com

SECURITY MARKETPLACE

Bullseye
 SD LOCKS LLC



Quality Safe Deposit locks that share the same footprint as Ilco A-400, Lloyd Matheson M-40, Miles X-4, Jim Taylor's Precision P-40, and Sargent & Greenleaf 4440.

1-800-364-4899
www.bullseyesdlocks.com

New! From Lucky Line

Locking Metal Key Cabinets

MFR. No. 617, 619

- Organize all your keys for home, business, company vehicles, apartment complexes, schools, etc. in one convenient location
- Choose from 20 Hook or 48 Hook



Place Your Order Today!
1-800-654-6409
info@luckyline.com

GRAND MASTER Z TOOL SYSTEM



YOU'LL NEVER USE A 50 PIECE KIT AGAIN!
 ALL CARS AND COMMERCIAL TRUCKS.

1-800-336-8812
www.Z-Tool.com

BUSINESS OPPORTUNITIES

BUSINESS FOR SALE

Locksmith business located 20 miles north of Detroit, MI. Includes all inventory, machines, tools, customer base and one fully equipped service vehicle. 50 years in business - owner retiring.

Call: 586-949-1030 for more information

Family-owned locksmith shop for sale. Great reputation and 40+ years of service, located in North Texas, near a NASCAR track.

Please call: (940) 293-3294

MOBILE LOCKSMITH BUSINESS FOR SALE IN NAPLES FLORIDA

Turnkey Business. Exclusive locksmith for local hospitals and businesses. Tools and vans included. Serious inquiries only!

Please call 239-253-5625

Complete Locksmith shop business with building for sale in Pointe-Claire, Quebec, Canada

West of Montreal. Locksmith services for established residential and commercial clientele. 48 years established. Complete acquisition, storefront walk-in clients, traffic, service mobile truck equipped, inventory and equipment.

Profitable! Excellent financial health! Business opportunity for a locksmith looking for market growth.

Contact: info@pointeclairlocksmith.com
Tel: 514-697-8155

10...

YEARS AGO

Electronic Access Control was the cover focus of the December 2013 issue of Locksmith Ledger. The article "Access Control Upgrade, One Door at a Time" detailed an installation with one infinias eIDC controller locally at each door, connected to the nearest Power over Ethernet (PoE) switch with a single Cat-5/6 cable. Doors can be added anywhere the network goes, building a system one door at a time. **Schlage** provided an article about their flexible AD-Series installation at the University of North Carolina-Charlotte. Tim O'Leary wrote about **ECKey**, which enabled any Bluetooth device to serve as access control credential. An article on fire-rated openings outlined code requirements in 2013. We've covered many code updates in the last 10 years. **Sargent and Greenleaf** introduced the Model 2740B electromechanical combination safe lock. Jerry Levine took a look at inverters for locksmith service vans. We also reported on new commercial van models from **Ford**, **Nissan** and **Dodge**. Levine explained some options for credit card processing in the field.

Keys To A Profitable Future

In December 2013, our forward-thinking editor Gale Johnson wrote an article titled *Keys To A Profitable Future: Locksmithing In 2014 And Beyond*. He was an early advocate for education about all things electronic, while noting that locking mechanisms still will require mechanical components like a latch or bolt.

"The basic similarity between electronic locks and mechanical locks is that they both secure an opening. Each system requires a latch or bolt to do the fastening. Securing an opening is what locksmithing is all about. Electronic locking systems are just an extension of what locksmiths have been doing for hundreds of years," Johnson wrote.

Locksmiths gearing for the future must do several things, Johnson wrote 10 years ago. These bullet points are still valid today.

- First, they must attend every available educational opportunity to learn about electronics.
- Second, electronic business requires sales effort. Let your customers know about the new types of security products you can install.
- The security business is changing and locksmiths must change as well. Every homeowner is a possible sale either for electronic security or for a decorative hardware upgrade.



Locksmith Ledger's First Edition

Some interesting artwork caught the eye of Locksmith Ledger sales representative Brian Lowy at the Yankee Security Convention, Oct. 28-29 in Springfield, Massachusetts. He spotted the very first edition of Locksmith Ledger, published Oct. 4, 1939.

Locksmith Ledger Webinar: Strategies to Convert Entryways to Electronic Access Control

Dec 7: 3 p.m. Eastern, sponsored by NAPCO and SDC

Register today for our EAC webinar and earn ALOA CEU credits upon completion. This roundtable-style discussion will address:

- Types of access control system to choose from: Keypad systems are typically the cheapest and biometric access control systems are the most expensive
- Licensing and servicing fees: Ongoing costs to operate the door access control system
- Installation considerations: Number of access points, if any electrical upgrades are required, and whether the client decides to use an integrated security system with video surveillance and/or alarms
- Choosing the door access system that best works best for the client
- Cloud-based vs. traditional access control
- Server hosting options
- Types of integration

Panelists will include two locksmiths with EAC expertise, Glenn Younger from Grah Safe and Lock, and Joshua Sands, Key City Locksmith and Security, as well as representatives from our sponsors.

Register at www.locksmithledger.com/53075899 or scan the QR code.



The Back Page and You!

If you come across a story that you would like to see on the Back Page, feel free to send it in!

Please send all responses to: pragusa@endeavorb2b.com and epike@endeavorb2b.com with the header Attn: Back Page

Locksmith Ledger International (USPS #0587-900), (ISSN 1050-2254 print; ISSN 2771-6317 online) is published monthly with an additional issue in December by Endeavor Business Media, LLC. Periodicals postage paid at Fort Atkinson, WI 53538 and additional mailing offices. POSTMASTER: Send address changes to Locksmith Ledger International, P.O. Box 3258, Northbrook, IL 60065-3258. Canada Post PM40612608. Return undeliverable Canadian addresses to: Locksmith Ledger International, P.O. Box 25542, London, ON N6C 6B2.

NEW



LOYALTY PROGRAM



Purchase our
Look-Alike®
Remotes...

... And Get UTP Credits
Towards Your Smart Pro!

HOW IT WORKS



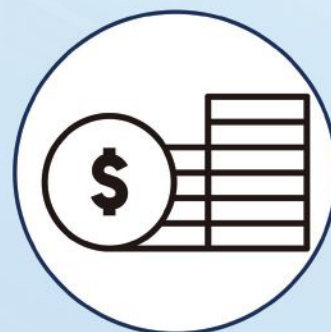
JOIN

Register at
MYKEYSPro.com, then
download the app to start
scanning.



SCAN & EARN

Scan the QR code on your
Ilco Look-Alike Remotes
bags using the Loyalty
Program section inside
MYKEYS Pro.



REDEEM

Redeem credits towards the
purchase of an Advanced
Diagnostics Unlimited Token
Plan.

Contact Your Local Distributor for Details

EVERYTHING SARGENT

